February 2, 2005

Continuing Education Courses Providers Offering Courses Open to the Public

0659 2X SELLING SYSTEMS

2899 BIG BEAVER RD

#109

TROY, MI 48083

Contact: BRIAN KURTZ

at: (248) 828-8100

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
✓	Classroom	GET THE MOST FROM YOUR SAVINGS BONDS	39793	2

0681 A PLUS ONLINE CE SERVICE

34 AMY BROOKS DRIVE NEWPORT NEWS, VA 23606

Contact: JOHN H MASER

at: (757) 639-1969

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Self-Study	ANNUITIES	40808	5
	Self-Study	ESTATE TAX PLANNING	40890	4
	Self-Study	INDIVIDUAL RETIREMENT PLANS	40886	5
	Self-Study	NON QUALIFIED PLANS	40889	6
	Self-Study	PERSONAL LIFE INSURANCE PLANNING	40887	3
	Self-Study	TAX SHELTERED ANNUITY PLANS	40888	5
✓	Self-Study	UNIVERSAL LIFE INSURANCE	40885	6

0610 AAMGA UNIVERSITY--AAMGA EDUCATION FOUNDATION

150 SOUTH WARNER ROAD

SUITE 156

KING OF PRUSSIA, PA 19406

Contact: LOIS CHAPLA

at: (610) 225-2365

I	nstruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
	Classroom	AGENCY MANAGEMENT	37758	4
	Classroom	UNDERSTANDING & CAPITALIZING	37757	4

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Continuing Education Courses Providers Offering Courses Open to the Public

0538 ACCREDITED HOMESTUDY INSTITUTE INC.

REAL ESTATE INS SERVICES 10115 W. GRAND AV FRANKLIN PARK, IL 60131

Contact: DAWN ESPOSITO at: (847) 455-5311

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Self-Study	401K & IRA PROGRAMS	38521	11
	Self-Study	HOMEOWNERS, AUTO, PERSONAL PROPERTY & UMBRELLA	38513	14
✓	Self-Study	LIFE & HEALTH PRINCIPLES	38514	11
✓ ✓	Self-Study	LIFE & HEALTH SOLUTIONS 203	38515	10
	Self-Study	MEDICARE,COBRA & DISABILITY PLANS	38518	11
✓	Self-Study	PLANNING LIFE & HEALTH NEEDS 203	38519	15
	Self-Study	PROPERTY & CASUALTY INS.	38520	11
	Self-Study	PROPERTY & LIABILITY INSURANCE 203	38517	15

0432 AD BANKER & COMPANY, L.L.C.

5000 COLLEGE BLVD

#120

OVERLAND PARK, KS 66211

Contact: LAURIE COE

at: (800) 255-0408 ext 214

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
✓	Self-Study	INTRODUCTION TO RETIREMENT PLANNING REV	38012	21

0224 ADVANCED EDUCATION SERVICES INC

1125 S. FRONTAGE RD

STE 6

HASTINGS, MN 55033

Contact: DON KNUTSON at: (651) 437-0430

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
✓	Classroom	BUSINESS INSURANCE NEEDS 2001 (REV)	38473	15
	Classroom	INSURANCE PRODUCT REVIEW (REV)	38475	15
✓	Classroom	INSURANCE PRODUCT REVIEW-5TH EDITION (REV)	38472	15
	Classroom	LIFE INSURANCE RETIREMENT APPLICATIONS (REV)	38474	15

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Continuing Education Courses Providers Offering Courses Open to the Public

0224 ADVANCED EDUCATION SERVICES INC

1125 S. FRONTAGE RD

STE 6

HASTINGS, MN 55033

Classroom

Contact: DON KNUTSON		SON at: (651) 437-	at: (651) 437-0430		
Life HIth P&C	Instruction Method	Course Name	Course ID	Hours	
✓	Classroom	PLANNING WITH INSURANCE PRODUCTS (REV)	38476	15	
SUITE 2: ORLAND	RK CENTER D 20 0O, FL 32835	PRIVE	7070		
Contact:	K. SCOTT KI	RBY at: (407) 296-	7373		
Life HIth P&C	Instruction Method	Course Name	Course ID	Hours	
✓	Classroom	LIFE SETTLEMENTS-A STUDY OF AN EMERGING MARKE	40335	1	
	POLIS, MN 5		4662		
Contact:	LISA FERRII	ER at: (952) 928-4	Course	Hauma	
Contact:	LISA FERRII			Hours 5	
Contact: Life Hlth P&C O485 AKZO N 5555 SP NORCRO	Instruction Method Classroom	Course Name 2004 ABC CONFERENCE IGS E 92	Course ID 40851		
Contact: Life HIth P&C O485 AKZO N 5555 SP NORCRO Contact:	Instruction Classroom OBEL COATINALDING DRIVEDSS, GA 300 MIKE SILLAY	Course Name 2004 ABC CONFERENCE IGS E 92	Course ID 40851		
Contact: Life HIth P&C O485 AKZO N 5555 SP NORCRO	Instruction Classroom OBEL COATINALDING DRIVEDSS, GA 300 MIKE SILLAY	Course Name 2004 ABC CONFERENCE IGS E 192 Y at: (770) 242-5	Course ID 40851 5083	5	

Changes may have been made since the report was compiled. Please contact the providers directly to verify that the courses are still being offered and to obtain course locations, schedules and costs.

UNDERSTANDING COLLISION CLAIMS & ESTIMATES

40976

2

February 2, 2005

Continuing Education Courses Providers Offering Courses Open to the Public

0485 AKZO NOBEL COATINGS

5555 SPALDING DRIVE NORCROSS, GA 30092 Contact: MIKE SILLAY

at: (770) 242-5083

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	UNDERSTANDING PAINTLESS DENT REMOVAL	40977	2

0063 AMERICAN COLLEGE (THE)

270 BRYN MAWR AVENUE BRYN MAWR, PA 19010-2196

Contact: CHARLES H ROGERS at: (610) 526-1178

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
✓		Self-Study	290 ETHICS FOR FINANCIAL SERVICE PROFESSIONAL	37756	16
\checkmark	✓	Self-Study	ADVANCED TOPICS IN GROUP BENEFITS	40768	30
\checkmark		Self-Study	CE 130 ETHICS IN LIFE INSURANCE REN	41147	10
\checkmark		Self-Study	CHARITABLE GIVING APPLICATIONS	39043	30
\checkmark		Self-Study	ESSENTIALS OF ANNUITIES	40294	30
\checkmark		Self-Study	ESSENTIALS OF BUSINESS INSURANCE	38990	28
\checkmark		Self-Study	ESSENTIALS OF EMPLOYEE BENEFITS	40980	30
\checkmark		Self-Study	ESSENTIALS OF LIFE INS. PRODUCTS	39747	24
\checkmark		Self-Study	ESSENTIALS OF LONG-TERM CARE	39327	30
\checkmark		Classroom	FAMILY BUSINESS SUCCESSION PLANNING I	38834	24
\checkmark		Classroom	FAMILY BUSINESS SUCCESSION PLANNING II	38835	24
\checkmark		Self-Study	FOUNDATIONS OF FINANCIAL PLANNING	39791	24
\checkmark	✓	Self-Study	FOUNDATIONS OF SENIOR PLANNING	39328	30
\checkmark		Self-Study	GS 810 FINANCIAL INSTITUTIONS (REV)	38224	30
\checkmark		Self-Study	GS 811 SECURITY ANALYS/PORTFOLIO (REV)	38225	30
\checkmark		Self-Study	GS 812 BUSINESS VALUATION (REV)	38227	30
\checkmark		Self-Study	GS 814 RET SAVINGS PLS FOR EMPL (REV)	38228	30
\checkmark		Self-Study	GS 816 ADVANCED ESTATE PLNG II (REV)	38229	30
\checkmark		Self-Study	GS 817 PERSONAL TAX PLNG (REV)	38231	30
\checkmark		Self-Study	GS 836 BUSINESS SUCCESSION PLANNING I REV	40222	30
\checkmark		Self-Study	GS 839 CHARITABLE GIVING (REV)	38232	30

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Continuing Education Courses Providers Offering Courses Open to the Public

0063 AMERICAN COLLEGE (THE)

270 BRYN MAWR AVENUE BRYN MAWR, PA 19010-2196

Contact: CHARLES H ROGERS at: (610) 526-1178

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark		Self-Study	GS 841 PROFESSIONAL SELF MGMT (REV)	38233	30
\checkmark		Self-Study	GS815 ADVANCED ESTATE PLANNING REN	41148	30
\checkmark		Self-Study	GS822 HUMAN RESOURCE MANAGEMENT REN	41149	29
\checkmark		Self-Study	GS842 EXECUTIVE COMPENSATION REN	41150	26
\checkmark		Self-Study	GS843 DEFINED BENEFIT PLANS REN	41151	22
\checkmark		Self-Study	GS859 CHAR GIV:TOOLS, APPS, RELATION	37663	30
	✓	Self-Study	HEALTH & LTC FINANCING FOR SENIORS	41311	30
\checkmark	✓	Self-Study	HS 313 INDIV. HEALTH INS. (CLU & RHU DESI REV	38198	30
\checkmark		Self-Study	HS 318 INSURANCE AND FINANCIAL PLNG (REV)	38199	30
\checkmark		Self-Study	HS 321 INCOME TAXATION	38201	30
\checkmark		Self-Study	HS 322 THE FIN SYSTEM/ECONOMY (REV)	38202	30
\checkmark		Self-Study	HS 323 INDIVIDUAL LIFE INSURANCE (REV)	38203	30
\checkmark		Self-Study	HS 324 LIFE INSURANCE LAW (REV)	38204	30
\checkmark	✓	Self-Study	HS 325 GROUP BENEFITS (REV)	38205	30
\checkmark		Self-Study	HS 326 PLANNING FOR RETIREMENT NEEDS (REV)	38206	30
\checkmark		Self-Study	HS 328 INVESTMENTS (REV)	38207	30
\checkmark		Self-Study	HS 330 FUNDAMENTALS OF ESTATE PLNG (REV)	38210	30
\checkmark		Self-Study	HS 331 BUS OWNERS/PROFESSIONALS (REV)	38211	30
\checkmark		Self-Study	HS 332 FINANCIAL PLANNING (REV)	38212	30
\checkmark		Self-Study	HS 334 ESTATE PLANNING APPLICATIONS (REV)	38208	30
\checkmark		Self-Study	HS 336 FIN DECISION AT RETIREMENT (REV)	38213	30
	✓	Self-Study	HS 340 MNGED CARE/OTHER HLTH INS (REV)	38214	30
\checkmark		Self-Study	HS 341 SELECTED RETIREMENT (REV)	38222	27
\checkmark		Self-Study	HS 342 EXECUTIVE COMPENSATION (REV)	38223	30
\checkmark		Self-Study	HS 344 ADVANCED MANAGED CARE (REV)	38226	30
\checkmark		Self-Study	LUTC 201 EXPLORING PERSONAL MARKETS REV	39886	30
\checkmark		Self-Study	LUTC 202 MEETING CLIENT NEEDS REV	39885	30
\checkmark	✓	Self-Study	LUTC 211 DISABILITY INCOME REV	39884	30
\checkmark		Self-Study	LUTC 252 EMPLOYEE BENEFITS REV	39883	29
\checkmark		Self-Study	LUTC 261 RETIREMENT PLANNING REV	39882	25

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Continuing Education Courses Providers Offering Courses Open to the Public

0063 AMERICAN COLLEGE (THE)

270 BRYN MAWR AVENUE BRYN MAWR, PA 19010-2196 Contact: CHARLES H ROGERS

at: (610) 526-1178

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Self-Study	LUTC 271 FOUNDATIONS OF ESTATE PLANNING REV	39881	15
✓	Self-Study	LUTC 601 PIECING TOGETHER THE ETHICAL PUZZLE	39877	7
✓	Self-Study	LUTC 611 CHARTING AN ETHICAL COURSE REV	39879	10
✓	Self-Study	LUTC 612 CHARTING AN ETHICAL COURSE FOR THE M	39878	12
	Self-Study	TECH FOR EXPLORING PERSONAL MARKETS	41388	30
	Self-Study	TECHNIQUES FOR MEETING CLIENT NEEDS	40511	30
✓	Self-Study	UNDERSTANDING THE OLDER CLIENT	40453	30

0173 AMERICAN EDUCATION SYSTEMS

7711 AUBURN UTICA, MI 48317

Contact: JAMES T. CRESSWELL at: (586) 726-6339

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
	Self-Study	ADVANCED COMMERCIAL LINES	38064	3
	Self-Study	AGENCY OPERATIONS	38915	1
	Self-Study	AGENCY OPERATIONS III REV	37800	3
	Self-Study	ALL ABOUT MEDICARE REV	38033	13
\checkmark	Self-Study	ANTI-MONEY LAUNDERING	38914	1
	Self-Study	AUTO ESSENTIALS 2ND PRINTING REV	41255	5
	Self-Study	AUTO ESSENTIALS REV	37797	5
	Self-Study	COMMERCIAL FIRE UNDERWRITING REV	38240	16
	Self-Study	COMMERCIAL GENERAL LIABILITY INSURANCE	38916	1
	Self-Study	COMMERCIAL LINES I REV	37867	5
	Self-Study	COMMERCIAL LINES II REV	37868	5
	Self-Study	COMMERCIAL LINES III REV	37869	6
✓	Self-Study	COMPREHENSIVE DEFERRED COMP REV	38243	10
✓ □ □	Self-Study	CREATING VALUE THROUGH FINANCIAL MANAGEMENT	38917	1
	Self-Study	EMPLOYMENT LAW	38918	3

Continuing Education Courses Providers Offering Courses Open to the Public

0173 AMERICAN EDUCATION SYSTEMS

7711 AUBURN UTICA, MI 48317

Contact: JAMES T. CRESSWELL at: (586) 726-6339

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark		Self-Study	ESTATE PLANNING - BASICS	38920	1
\checkmark		Self-Study	ETHICS & CUSTOMER SERVICE REV	38038	7
\checkmark	✓	Self-Study	ETHICS & THE SALE REV	38071	7
\checkmark	\checkmark	Self-Study	ETHICS FOR INSURANCE PROFESSIONALS - BASIC	38921	1
\checkmark		Self-Study	EVALUATING FINANCIAL PERFORMANCE	38919	1
\checkmark		Self-Study	FINANCIAL PLANNING FOR BABY BOOMER CLIENT REV	38039	14
	✓	Self-Study	GETTING IT ISSUED REV	38043	15
\checkmark		Self-Study	GROUP LIFE INSURANCE HANDBOOK REV	38044	14
	✓	Self-Study	HIPPA STANDARDS	41256	2
		Self-Study	HOMEOWNERS ANALYSIS REV	37975	10
		Self-Study	HOMEOWNERS COVERAGE GUIDE, 2ND ED REV	39527	21
		Self-Study	INSURING THE LEASE EXPOSURE REV	38236	30
	✓	Self-Study	INSURING TO VALUE REV	38235	8
\checkmark	✓	Self-Study	LIFE AND HEALTH INSURANCE REV	38113	22
\checkmark	✓	Self-Study	LIFE AND HEALTH REVISED	41208	22
	✓	Self-Study	LONG TERM CARE HANDBOOK, 2ND ED. REV	38072	22
\checkmark	✓	Self-Study	LONG TERM CARE HANDBOOK, 3RD ED REV	39543	30
	✓	Self-Study	MANAGED CARE/GROUP HEALTH HNDBK REV	38068	30
	✓	Self-Study	PERSONAL AUTO COVERAGE GUIDE REV	38234	15
	✓	Self-Study	PERSONAL AUTO POLICY REV	37976	4
\checkmark		Self-Study	PRACTICING FIN. PLG. FOR PROFESSIONALS REV	41178	30
\checkmark	✓	Self-Study	PRACTICING FINANCIAL PLANNING	37877	30
\checkmark	✓	Self-Study	PRINCIPLES OF LIFE AND HEALTH, 2ND ED REV	41046	15
	✓	Self-Study	PRINCIPLES OF P/C, SPECIAL	38061	15
	✓	Self-Study	PRINCIPLES OF P/C, SPECIAL (2ND PRINTING) REV	41144	15
	✓	Self-Study	PRINCIPLES OF PROPERTY/CASUALTY, 2ND ED. REV	37870	30
	✓	Self-Study	PRINCIPLES OF PROPERTY/CASUALTY, 2ND REV	41179	30
	✓	Classroom	RISK FINANCING 2002	36798	3
	✓	Self-Study	SOCIAL SECURITY MANUAL REV	38047	24
\checkmark		Self-Study	THE ANNUITY HANDBOOK, 3RD EDITION	38034	12

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Continuing Education Courses Providers Offering Courses Open to the Public

0173 AMERICAN EDUCATION SYSTEMS

7711 AUBURN UTICA, MI 48317

Contact: JAMES T. CRESSWELL at: (586) 726-6339

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Self-Study	TOOLS & TECH OF CHARITABLE PLNG REV	40155	18
✓ □	Self-Study	TOOLS & TECH OF EMPL BEN & RET. PLNG 8TH	39175	30
	Self-Study	TOOLS & TECH OF ESTATE PLANNING 12th ED REV.	40231	30
✓	Self-Study	TOOLS/TECH OF LIFE INS. PLNG.	38049	30
✓	Self-Study	VARIABLE ANNUITIES REV	38051	5
	Self-Study	VARIABLE LIFE ESSENTIALS REV	38052	8
	Self-Study	WINNING BY THE RULES (REV)	38695	16

0530 AMERICAN FINANCIAL MKTNG INC

9220 BASS LAKE RD SUITE 250 MINNEAPOLIS, MN 55428

Contact: RODNEY PRAHL

at: (763) 593-0905

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
	Classroom	NOW IS THE TIME CE, 2004	40379	2

0394 AMERICAN INSURANCE MARKETING AND SALES SOCIETY (AIMS)

P.O. BOX 35718 RICHMOND, VA 23235

Contact: KITTY AMBERS at: (804) 674-6466

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	IMPLEMENT FOR SUCCESS (CPIA 2)	40549	7
✓ ✓	Classroom	POSITION FOR SUCCESS (CPIA 1)	40548	7
	Classroom	SUSTAIN SUCCESS (CPIA 3)	40550	7

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Continuing Education Courses Providers Offering Courses Open to the Public

0625 AMERICAN SAFETY COUNCIL, INC d/b/a AFFORDABLE CE-USA

5125 ADANSON ST.

STE 500

ORLANDO, FL 32804

Contact: ROBERT W PROECHEL at: (877) 698-3395

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Self-Study	ANNUITY & LIFE PRINCIPLES	37977	8
	Self-Study	BASICS OF P&C INS. FOR DWELLINGS	37981	7
	Self-Study	BUY-SELL & ANNUITY	37980	7
✓	Self-Study	HEALTH & LIFE CONCEPTS	37978	11
	Self-Study	HOMEOWNERS & AUTOMOBILE INSURANCE	37982	9
✓	Self-Study	MEDICARE, LTC & DISABILITY INS.	37979	9
	Self-Study	UMBRELLA & WATERCRAFT INSURANCE	37983	6

0359 AMERICAN SKANDIA

1 CORPORATE DRIVE

BOX 883

SHELTON, CT 06484

Contact: KRIS WALEWSKI at: (800) 628-6039 ext 53864

Life Hith P&C	Instruction Method	Course Name	Course ID	Hours
✓	Classroom	ADVANTAGES OF VARIABLE ANNUITIES FOR LONG-TER	39647	1
	Classroom	ANNUITY BASICS REN	41289	1
	Classroom	ANNUITY CONTRACT STRUCTURE	38457	1
	Classroom	ANNUITY DESIGN AND CONTRACT STRUCTURE	41290	1
✓	Classroom	ASSET ALLOCATION AND INCOME DISTRIBUTION STRA	40714	2
✓	Classroom	CHARITABLE REMAINDER TRUST REV	38256	1
✓	Classroom	ESTATE PLANNING REV	38257	2
✓	Classroom	HOW THE CURRENT ECONOMY EFFECTS ANNUITY REV	38259	1
✓	Classroom	INVESTMENTS AND TAXATION REV	38258	2
✓	Classroom	MANAGING RISK IN YOUR VARIABLE ANNUITY PORTFO	39129	1
	Classroom	MAXIMIZING THE NEW MINIMUM REQUIRED DISTRIBUT	39646	1
	Classroom	PRINCIPLES OF VARIABLE ANNUITY PORTFOLIO	41373	1
✓ □ □	Classroom	SECTION 529 PLANS (REV)	38348	1
✓	Classroom	THE ART AND SCIENCE OF BEING A 21ST CENTURY	40555	1

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Continuing Education Courses Providers Offering Courses Open to the Public

0359 AMERICAN SKANDIA

1 CORPORATE DRIVE BOX 883

SHELTON, CT 06484

Contact: KRIS WALEWSKI at: (800) 628-6039 ext 53864

Life Hlth P&C	Instruction Method	Cauras Nama	Course ID	Центо
Life milii Fac		Course Name		Hours
✓	Classroom	THE TRUTH ABOUT TRUSTS	37750	2
	Classroom	UNDERSTANDING VAR ANNUITY LIV'G BENE REN	41291	1
	Classroom	VARIABLE IMMEDIATE ANNUITIES REV	38255	1

0110 ANBC, INC.

1333 EL CAMINO DRIVE P.O. BOX 937 PEKIN, IL 61554

Contact: PAUL J CROSS

at: (309) 346-4890

Instruction			Course	
Life HIth P&C	Method	Course Name	ID	Hours
✓	Classroom	ANBC ANNUITY COURSE	39238	4

0209 ANDERSON BROTHERS STEAMATIC

4900 EAST FULTON ADA, MI 49301

Contact: DENNIS ANDERSON

at: (616) 949-2453

Instruction Life Hith P&C Method	Course Name	Course ID	Hours
	- Course Hame		110013
☐ ✓ Classroom	AFTERMATH TO FIRE DAMAGE REV	39267	3
☐ ✓ Classroom	AFTERMATH TO WATER MITIGATING THE LOSS REV	39266	3

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Continuing Education Courses Providers Offering Courses Open to the Public

0064 AON CORP.

200 E RANDOLPH ST., 8 WEST

CHICAGO, IL 60601

Contact: LINDA CRISANTI at: (312) 381-3526

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	INSURANCE ISSUES FORUM-2004	40116	15
	Classroom	INTERMEDIATE UNDERWRITING	37692	4
	Classroom	INTERNATIONAL BUSINESS UPDATE REN	40516	7
	Classroom	PREMIUM FINANCE PROGRAM	39358	4
\checkmark	Classroom	STOP LOSS	40248	4
	Classroom	UNDERSTANDING RISK MANAGEMENT REN	41307	7

0565 ARMTECH - INSURANCE SERVICES INC.

5102 - 29TH DR.

STE B

LUBBOCK, TX 79407

Contact: AMY GARNER

at: (800) 335-0120

	Instruction		Course	
Life HIth P&C	Method	Course Name		Hours
	Classroom	2005 FALL AGENT UPDATE	40563	6
	Classroom	2005 SPRING AGENT UPDATE	41142	6

0217 ASSOCIATION MANAGEMENT OF MICHIGAN

6534 CLAY AVENUE S.W. GRAND RAPIDS, MI 49548

Contact: JANE OWEN at: (616) 698-7787

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
	Classroom	BACK TO BASICS	40522	2
	Classroom	CHARITABLE INSURANCE STRATEGIES	41604	2
	Classroom	COLLEGE FUNDING	39252	2
	Classroom	DYNAMICS OF TRUSTS	40751	3
	Classroom	EXCITING TIMES FOR QUALIFIED PLANS	37912	2
	Classroom	FEUDS AND FLASHPOINTS	41498	2

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Continuing Education Courses Providers Offering Courses Open to the Public

0217 ASSOCIATION MANAGEMENT OF MICHIGAN

6534 CLAY AVENUE S.W. GRAND RAPIDS, MI 49548

Contact: JANE OWEN at: (616) 698-7787

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	<u>Hours</u>
	Classroom	MAKING THE SUITABLE SALE	41326	3
	Classroom	PLANNING FOR SUDDENLY WEALTHY	38586	2

0327 ASSOCIATION OF PROFESSIONAL INS. AGENTS

4550 CASCADE ROSE

#205B

GRAND RAPIDS, MI 49546

Contact: PETER JAMES

at: (616) 454-4461

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	ADD. INSUREDS & CERTIFICATES OF INS	39474	3
	Classroom	BUSINESS INCOME	39475	3
	Classroom	BUSINESS PRACTICES MANUAL WORKSHOP	38372	6
	Classroom	E & O PROTECTION	38373	6
	Classroom	HARD MARKET TOOLBOX	39455	3
	Classroom	LEASES & CONTRACTS V. INSURANCE	39476	3
	Classroom	MANAGEMENT REPORTING	39456	3
	Classroom	P&C AGENT CYBER INSURANCE	41492	3
	Classroom	PERSONAL LINES-LIABILITY COVERAGES	39454	3
\checkmark \checkmark	Classroom	PERSONAL PROTECTION PLAN	41298	3
	Classroom	PERSONAL UMBRELLAS	39453	3
	Classroom	PROTECTING YOUR AGENCY BEYOND E & O	38371	6
	Classroom	STRATEGIC SCANNING	39457	3

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Continuing Education Courses Providers Offering Courses Open to the Public

0567 ASSOCIATION OFFICE

3565 HAVENHURST BLVD PO BOX 140666 TOLEDO, OH 43614

Contact: MARYANN PONTIUS at: (419) 381-1717

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Classroom	ASSET PROTECTION & PRESERVATION	38477	2
	Classroom	BACK TO BASICS: QUANTIFYING THE LIFE INSURANC	40632	2
	Classroom	COLLEGE FUNDING: WHAT FINC'L PROFE NEED TO	39588	2
✓	Classroom	DYNAMICS OF TRUSTS IN RESPONSE TO LEGISLATION	41370	2
	Classroom	EXCITING TIMES FOR QUALIFIED PLANS	38447	3
	Classroom	MANAGING VARIABLE PRODUCTS	37740	2
	Classroom	SOCIAL SECURITY: DETERMINING BENEFITS & CALCUL	40488	2

0654 BENEFIT ADMINISTRATIVE SERVICES INTERNATIONAL CORP

9246 PORTAGE INDUSTRIAL DRIVE

PORTAGE, MI 49024

Contact: SHARON MARZOLF

at: (269) 327-1922 ext 227

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	B.A.S.I.C. COBRA	40752	2
	Classroom	B.A.S.I.C. HIPPA	40133	2
	Classroom	CONSUMER DRIVEN HEALTHCARE OPTIONS	39663	2

0012 BISYS EDUCATION SERVICES

1100 CIRCLE 75 PARKWAY, #1300

ATLANTA, GA 30339

Contact: Ed Clark at: (800) 241-9095 ext 6138

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
	Self-Study	ACCOUNT MAINTENANCE REV	38413	3
✓	Self-Study	ADVANCE PLANNING FOR SENIOR NEEDS 2ND ED.	38414	11
✓	Self-Study	ADVANCED ANNUITIES TRAINING COURSE 1ST ED. RE	38415	7

February 2, 2005

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0012 BISYS EDUCATION SERVICES

1100 CIRCLE 75 PARKWAY, #1300 ATLANTA, GA 30339

Contact: Ed Clark at: (800) 241-9095 ext 6138

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark		Self-Study	ADVANCED IRA ISSUES	37690	5
\checkmark		Self-Study	ANNUITIES FOR TODAY'S INVESTOR REV	38418	7
\checkmark		Self-Study	ANNUITY CONCEPTS - 2ND ED. REV	38417	6
\checkmark		Self-Study	ASSET ALLOCATION	37677	4
\checkmark	✓	Self-Study	BUSINESS CONTINUATION TRAINING COURSE 2ND ED.	37866	19
	✓	Self-Study	BUSINESS INCOME COV 1ST ED. REV	38416	8
\checkmark		Self-Study	BUSINESS INSURANCE BASICS 2ND EDITION (REV)	38323	7
\checkmark	✓	Self-Study	BUSINESS INSURANCE CONCEPTS 9TH ED (REV)	38329	22
\checkmark		Classroom	BUY-SELL AGREEMENTS	39136	1
	✓	Self-Study	CLAIM EVALUATION / SETTLEMENT 1ST ED (REV)	38326	5
	✓	Self-Study	CLAIM INVESTIGATION (REV)	38327	8
	✓	Self-Study	CLAIM STATEMENTS 2ND EDITION (REV)	38325	11
	✓	Self-Study	COMM GEN LIABILITY COV 7TH ED	37682	17
	✓	Self-Study	COMM. INLAND MARINE COV 4TH EDITION	37674	16
	✓	Self-Study	COMMERCIAL AUTO COVERAGE 7TH ED (REV)	38336	19
	✓	Self-Study	COMMERCIAL AUTO COVERAGE 8TH EDITION	39742	19
	✓	Self-Study	COMMERCIAL AUTO RATING 5TH EDITION (REV)	38341	15
	✓	Self-Study	COMMERCIAL CRIME COVERAGE 5TH ED (REV)	38338	14
	✓	Self-Study	COMMERCIAL PROPERTY COVERAGE 5TH REV	41073	19
	✓	Self-Study	COMMERCIAL PROPERTY RATING 8TH ED (REV)	38337	8
\checkmark		Self-Study	COMMUNICATIONS WITH THE PUBLIC (REV)	38340	3
	✓	Self-Study	DISABILITY INCOME CONCEPTS (REV)	38335	3
	✓	Self-Study	DWELLING COVERAGE 3RD EDITION (REV)	38334	7
\checkmark	✓	Self-Study	EQUITY INDEX ANNUITIES - 2ND ED.	37862	3
\checkmark		Self-Study	ESTATE PLANNING CONCEPTS 9TH ED (REV)	38332	15
\checkmark		Self-Study	ESTATE PLANNING TRAINING COURSE 11TH ED (REV)	38333	11
\checkmark		Self-Study	ETHICAL PRACTICES 2ND EDITION (REV)	38331	8
\checkmark	\checkmark	Self-Study	ETHICS	38181	3
		Self-Study	ETHICS AT WORK - 1ST EDITION (REV)	38330	5
\checkmark		Self-Study	ETHICS FOR GEN. SEC. REG. REPS	37684	4

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Contact: Ed Clark at: (800) 241-9095 ext 6138

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark	✓	Self-Study	ETHICS FOR PACKAGED PRODUCTS SALES	37679	3
\checkmark		Classroom	EXECUTIVE BONUS, DEFERRED COMPENSATION & SPLI	39135	1
\checkmark		Self-Study	FINANCIAL PLANNING PROCESS COURSE 7TH REV	38425	24
\checkmark	✓	Self-Study	FINANCIAL PRODUCTS TRAINING COURSE - 5TH ED.	38427	12
	✓	Self-Study	GROUP INSURANCE 6TH EDITION REV	38426	6
\checkmark		Self-Study	INDIVIDUAL RETIREMENT ACCOUNTS 5TH ED	37683	5
\checkmark	✓	Self-Study	INSURANCE ETHICS / CONSUMER PROTECTION (REV)	38411	2
\checkmark	✓	Self-Study	INSURANCE ETHICS/CONSUMER PROTECTION REV	37858	2
\checkmark	✓	Self-Study	INSURANCE FRAUD AWARENESS 3RD EDITION (REV)	38410	15
		Self-Study	INSURANCE PACKAGE FOR SMALL BUS REV	38424	10
		Classroom	INSURANCE PACKAGES/SMALL BUS 3RD ED REV	39672	11
\checkmark		Self-Study	INTRODUCTION TO ADVANCED MARKETS - 3RD ED REV	38423	9
\checkmark		Self-Study	INTRODUCTION TO LIFE INSURANCE REV	38393	7
\checkmark	✓	Self-Study	KEY EMPLOYEE REV	37857	5
\checkmark	\checkmark	Self-Study	LEGAL CONCEPTS/DOCTRINES - 2ND ED. REV	38397	8
\checkmark		Self-Study	LIVING TRUST CONCEPTS	37691	3
	✓	Self-Study	LONG TERM CARE 5TH EDITION REV	41074	7
	✓	Self-Study	MANAGED CARE STRATEGIES - 2ND ED. REV	38398	9
	✓	Self-Study	MEDICARE/MEDIGAP - 7TH ED. REV	38396	5
\checkmark		Self-Study	MUTUAL FUNDS	37685	5
\checkmark		Self-Study	MUTUAL FUNDS CONCEPTS - 2ND ED. REV	38394	4
\checkmark	✓	Self-Study	NEEDS ANALYSIS 3RD EDITION REV	38395	13
		Self-Study	NEGOTIATION SKILLS REV	38399	9
\checkmark		Self-Study	PENSION PLANNING CONCEPTS - 3RD ED. REV	38404	11
	✓	Self-Study	PERSONAL AUTO COVERAGE - 4TH EDITION REV	38403	9
	✓	Self-Study	PERSONAL AUTO RATING 3RD ED. REV	38407	7
	✓	Self-Study	PERSONAL INLAND MARINE & WATERCRAFT REV	37861	11
\checkmark		Self-Study	PRINCIPALS OF ASSET MANAGEMENT 1ST ED. REV	38405	14
\checkmark	✓	Self-Study	PRODUCER'S GUIDE TO MARKET CONDUCT (REV)	38408	5

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1100 CIRCLE 75 PARKWAY, #1300 ATLANTA, GA 30339

Contact: Ed Clark at: (800) 241-9095 ext 6138

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark		Self-Study	QUALIFIED AND NONQUALIFIED PLANS 2ND EDITION	39122	11
	✓	Self-Study	REINSURANCE BASICS REV	37859	9
\checkmark		Self-Study	RETIREMENT PLANNING 3RD EDITION (REV)	38412	5
		Self-Study	RETROSPECTIVE RATING REV	37860	8
\checkmark	✓	Self-Study	SARBANES-OXLEY AND YOU	40137	3
\checkmark		Self-Study	SCUDDER-FINANCIAL PLANNING WITH ANNUITIES REV	38431	6
\checkmark		Self-Study	SECTION 529 PLANS 1ST ED REV	38429	3
\checkmark		Self-Study	SERIES 65	37681	8
\checkmark		Self-Study	SERIES 6 - CBT	37687	15
\checkmark	✓	Self-Study	SERIES 63 CBT (REV)	38409	6
\checkmark		Self-Study	SERIES 7	37676	15
\checkmark		Self-Study	STRETCH DIST FROM IRA'S AND NON-QUAL ANNUITI	39756	7
\checkmark		Self-Study	SUITABILITY STANDARDS FOR LIFE INSURANCE REV	38400	11
\checkmark	✓	Classroom	THE CASE ANALYSIS	39234	1
\checkmark		Classroom	THE FACTS FINDING PHASE	39230	1
\checkmark	✓	Self-Study	TRADITIONAL IRA'S	37686	5
\checkmark		Self-Study	TRADITIONAL LIFE INSURANCE REV	38419	3
		Self-Study	UMBRELLA LIABILITY COVERAGE - 2ND ED. REV	38421	7
\checkmark	✓	Self-Study	UNAUTHORIZED ENTITIES	39376	1
		Self-Study	UNDERWRITING BASICS - 3RD EDITION REV	38430	14
\checkmark		Self-Study	UNIVERSAL LIFE BASICS - 3RD EDITION REV	38422	3
\checkmark		Self-Study	VARIABLE CONTRACTS - 3RD EDITION REV	38402	5
\checkmark		Self-Study	VARIABLE LIFE INSURANCE	38782	3
\checkmark		Self-Study	VARIABLE UNIVERSAL LIFE BASICS - 3RD ED. REV	38401	3
\checkmark	✓	Self-Study	WE'RE ALL ACCOUNTABLE 1ST EDITION (REV)	38406	15
	✓	Self-Study	WORKERS COMPENSATION COVERAGE - 3RD REV	38428	9
		Self-Study	WORKERS COMPENSATION RATING 6TH ED	37627	6

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0410 BLUE CROSS BLUE SHIELD OF MICHIGAN

53200 GRAND RIVER - L813 NEW HUDSON, MI 48165

Contact: MICHELE GLADANY at: (248) 486-2221

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	AGING AND HEALTHCARE	39133	3
	Classroom	BLUE CARE NETWORK REV	38030	3
	Classroom	BLUE CHOICE POINT OF SERVICE REV	38029	2
	Classroom	COBRA REV	38022	3
	Classroom	CONSUMER DRIVEN HEALTH CARE PLANS REV	40584	3
	Classroom	HEALTH CARE FRAUD & ABUSE REV	38028	2
	Classroom	HEALTH CARE RATING AND FINANCE REV	40134	3
	Classroom	HISTORY OF AMERICAN LABOR MOVEMENT	39132	3
	Classroom	MANAGED TRADITIONAL PRODUCTS REV	38025	3
	Classroom	MEDICARE, SUPPLEMENTAL & MED. SEC. PAYER REV	38027	3
	Classroom	PREFERRED PROVIDER ORGANIZATION REV	38026	3
	Classroom	PRESCRIPTION BENEFIT MANAGEMENT REV	38024	3

0131 BROKERS LICENSE SERVICES, INC.

144 EAST 37TH STREET NEW YORK, NY 10016

Contact: BARBARA HARVEY at: (212) 679-4600

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Self-Study	A TOTAL NEEDS APPROACH TO INS. PLANNING REV	38115	10
	Self-Study	ADV MARK MAN AND ORI/ADV MAR ONLINE	35977	16
	Self-Study	ANNUITIES & PENSION PLANS REV	40314	11
	Self-Study	DISABILITY INCOME TRAINING REV	38119	10
	Self-Study	ESTATE PLANNING	38770	12
	Self-Study	LIFE INSURANCE & FINANCIAL SECURITY REV	40313	9
	Self-Study	LIFE INSURANCE & ITS APPLICATIONS REV	40312	25
	Self-Study	RETIREMENT PLANNING PRINCIPLES REV	38120	13
✓	Self-Study	SINGLE NEEDS ONLINE	36193	6

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0393 C.E.I.S.

12360 US HWY 19 HUDSON, FL 34667

Contact: EDWARD J HULSE at: (727) 869-0140

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Self-Study	ANNUITIES (REV)	38313	10
	Self-Study	BUSINESS LIFE INSURANCE (REV)	38317	8
	Self-Study	COMMERCIAL & PROFESSIONAL LIABILITY (REV)	38320	8
	Self-Study	COMMERCIAL BUSINESS INSURANCE (REV)	38321	6
✓	Self-Study	CONCEPTS & COVERAGES OF LIFE & HEALTH (REV)	38315	7
	Self-Study	DISABILITY INSURANCE (REV)	38316	12
	Self-Study	ESTATE PLANNING (REV)	38318	16
	Self-Study	HEALTH INSURANCE (REV)	38319	10
	Self-Study	HOMEOWNERS INSURANCE POLICY (REV)	38312	10
	Self-Study	INLAND MARINE COVERAGE (REV)	38311	15
	Self-Study	LONG TERM CARE COVERAGE (REV)	38309	15
	Self-Study	PERSONAL AUTO COVERAGE (REV)	38310	10
	Self-Study	PERSONAL AUTO INSURANCE POLICY (REV)	38308	11

0386 CANNON FINANCIAL INSTITUTE

649-4 S. MILLEDGE AVENUE P.O. BOX 6447 ATHENS, GA 30605

Contact: MELANIE BRYANT at: (706) 353-3346

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
\checkmark	Classroom	COMPREHENSIVE PRACTICE MANAGEMENT	41209	18
✓ □	Classroom	PRIVATE BANKING SCHOOL 1	40985	30
✓ □ □	Classroom	PRIVATE BANKING SCHOOL II	40986	30

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at: (434) 969-3000

ext 126

0607 CAPE EDUCATION

PO BOX 169

BUCKINGHAM, VA 23921

Contact: JERRI D THOMAS

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
	✓	Classroom	COMMERCIAL PROPERTY	37744	5
\checkmark	✓	Classroom	CONFLICT RESOLUTIONS	37747	6
\checkmark	✓	Classroom	CURRENT TOPICS IN FRAUD AND BAD FAITH	37748	4
		Classroom	ENVIRONMENTAL ISSUES AFFECTING THE INSURANCE	40266	5
\checkmark		Classroom	ESTATE PLANNING FOR THE 21ST CENTURY	40267	5
\checkmark	✓	Self-Study	ETHICS FOR THE FIELD OF INSURANCE	37615	3
\checkmark	✓	Self-Study	EVERYDAY LAW FOR INSURANCE AGENTS	37618	6
\checkmark	✓	Classroom	GETTING THE POLICY ISSUED	37742	4
\checkmark	✓	Self-Study	GROUP INSURANCE CONCEPTS	37624	6
		Self-Study	HOMEOWNERS INSURANCE COVERAGE	37620	8
\checkmark	✓	Self-Study	INSURANCE AS A SOCIAL INSTRUMENT	37617	4
\checkmark	✓	Classroom	INSURANCE FRAUD PROBLEMS AND PREVENTIONS	40270	4
\checkmark	✓	Self-Study	INSURANCE FRAUD PROBLEMS/PREVENTIO	37622	6
\checkmark	✓	Self-Study	LIFE AND HEALTH GALLERY	37614	15
\checkmark	✓	Self-Study	LONG TERM CARE	37619	8
	✓	Classroom	LONG TERM CARE: A COMPREHENSIVE REVIEW	40265	5
\checkmark	✓	Classroom	MEDICAL PRIVACY ISSUES	37741	5
	✓	Classroom	PC BUSINESS ISSUES AND AUTOMOBILE COVERAGE	40268	5
	✓	Self-Study	PERSONAL AUTOMOBILE INSURANCE BASI	37621	6
\checkmark	✓	Classroom	PRINCIPLES OF GROUP INSURANCE	38176	4
\checkmark	✓	Classroom	PROFESSIONAL ETHICS AND SALES CONDUCT FOR AGE	40269	6
\checkmark	✓	Self-Study	RETIREMENT PLANNING: A KEY OF SOUND	37623	7
\checkmark	✓	Classroom	RETIREMENT PLANS	37746	5
		Classroom	RISK MANAGEMENT	37743	5
✓	✓	Self-Study	UNDERWRITING: WRITE IT RIGHT	37616	7

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at: (800) 729-0440

0557 CE CREDITS

5059 NEWPORT AVE #209

SAN DIEGO, CA 92107

Contact: MICHAEL LUSTIG

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark \checkmark	Self-Study	AGENT ETHICS AND RESPONSIBILITIES REV	39269	15
✓	Self-Study	BUSINESS CONTINUATION INSURANCE REV	39270	15
✓	Self-Study	CONCEPTS OF DISABILITY INCOME INSURANCE REV	39271	15
\checkmark \checkmark	Self-Study	INSURANCE LAW IN THE UNITED STATES REV	39272	15
\checkmark \checkmark	Self-Study	LAW AND THE INSURANCE CONTRACT REV	39273	15
\checkmark \checkmark	Self-Study	LEGAL CONCEPTS OF INSURANCE REV	39274	15
✓	Self-Study	LIFE, ACCIDENT & HEALTH INS. IN U.S. REV	39275	15
	Self-Study	LONG TERM CARE INSURANCE IN THE U.S. REV	40424	3
\checkmark	Self-Study	POLICY PREMIUM LAWS IN AMERICA REV	39276	15

0594 CENETWORK, LLC

DBA: FASTRACKCE 13750 PIPELINE AVE CHINO, CA 91710

Contact: BRAD NEVINS at: (707) 429-0725

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark \checkmark	Self-Study	ETHICS IN INSURANCE	41393	4
	Self-Study	FUNDAMENTALS OF COMM CASUALTY INS	41394	12
	Self-Study	FUNDAMENTALS OF COMM PROPERTY	41395	12
	Self-Study	INSURANCE DIGEST REN	41396	14
\checkmark	Self-Study	INSURANCE ISSUES REN	41397	9
✓	Self-Study	LIFE & HEALTH INS PLANS & POLICIES	41398	24
	Self-Study	LIFE INSURANCE POLICIES REN	41399	4
	Self-Study	PERSONAL LINES INSURANCE	41400	9
	Self-Study	UMBRELLA, WATERCRAFT, AUTO INS REN	41401	5
	Self-Study	UNDERSTANDING COMMERCIAL LINES P&C	41402	25

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at: (800) 295-9010

37768

10

0622 **CEU.COM**

122 COURT ST

#201

NEW HAVEN, CT 06511

Contact: NEAL GERSONY

Instruction Course Method Life HIth P&C ID **Course Name** Hours Self-Study **ANNUITIES** 37760 15 ✓ Self-Study **BUSINESS OWNERS POLICY** 37766 14 ✓ COMMERCIAL PROPERTY Self-Study 37769 21 ✓ Self-Study DISABLING LOST INCOME 37770 15 ✓ Self-Study E COVERAGE FOUNDATIONS & ISSUES 37772 15 **✓ ESTATE PLANNING I** 3 Self-Study 37763 Self-Study **ESTATE PLANNING II** 37764 10 **√ ETHICS & THE INSURANCE INDUSTRY** Self-Study 37761 8 **√ √** ETHICS AND THE INSURANCE INDUSTRY Self-Study 41601 8 **✓** Self-Study **GROUP LIFE INSURANCE BASICS** 37771 15 ✓ Self-Study INTRODUCTION TO HOMEOWNERS 37910 16 \checkmark INTRODUCTION TO PERSONAL AUTO Self-Study 38367 16 **√** LONG TERM CARE INSURANCE Self-Study 40762 24 **√** MANAGED CARE & GROUP HEALTH Self-Study 37767 24 MANAGEMENT PROCESS FOR THE INSURANCE **√ √ √** Self-Study 21 37765 **PROFESSI** ✓ Self-Study SOCIAL SECURITY, MEDICARE, MEDICAID 40764 15 **√** ✓ Self-Study UNDERSTANDING FINANCIAL MARKETS 12 37762

0093 CLIENTELL

✓

18109 PRAIRIE AVENUE TORRANCE, CA 90504

Self-Study

Contact: Heather MacKenzie at: (310) 921-9635

WORKERS COMPENSATION

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
✓	Classroom	A LIFETIME SOLUTION, IMMEDIATELY	38385	1
✓	Classroom	AFTER THE LAST PAYCHECK	38392	1
✓	Classroom	AN INNOVATIVE LOOK AT VA'S	38377	1
✓	Classroom	ANNUITY HISTORY & OVERVIEW	38388	2

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0093 CLIENTELL

18109 PRAIRIE AVENUE TORRANCE, CA 90504

Contact: Heather MacKenzie at: (310) 921-9635

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	BASICS OF VUL INSURANCE	38387	3
✓	Classroom	BRIDGING THE RETIREMENT SAVINGS GAP	38386	2
✓	Classroom	BUILD ENDURANCE FOR MKT VOLATILITY	37802	1
✓	Classroom	DOING IT RIGHT THE FIRST TIME	37751	2
✓	Classroom	EASY RIDERS-MAXIMIZING THE DEATH BEN	38453	1
✓	Classroom	EXTENDING THE IRA	37407	2
	Classroom	INTRODUCTION TO VARIABLE ANNUITIES	38389	2
✓	Classroom	INVESTING PHASES FOR VA'S	38384	1
✓	Classroom	IRC SECTION 1035 EXCHANGES	38382	1
✓	Classroom	IRC SECTION 1035 EXCHANGES: ADVANCED	39241	2
✓	Classroom	IT'S A MATTER OF LIFE & DEATH	38383	1
✓	Classroom	LIFE, DEATH, TAXES	38379	3
✓	Classroom	ON THE ROAD TO DOW 100,00 W/ VA'S	38376	1
✓	Classroom	PLANNING/ RETIREMENT DIST.	38381	2
✓	Classroom	RETIREMENT ASSET MGMT: DIST PHASE	39224	1
	Classroom	THE GENERATIONAL IRA	38380	1
	Classroom	TO DEFER OR NOT TO DEFER	38390	1
✓	Classroom	VARIABLE UNIVERSAL LIFE MADE EASY	38391	1

0307 COACH'S CATASTROPHE CLEANING & RESTORATION

2625 E MICHIGAN AVE YPSILANTI, MI 48198

Contact: Jim Love at: (888) 462-6224 ext 302

Instruct Life Hith P&C Metho		Hours
	om ADVANCED FIRE DAMAGE RESTORATION REV 40807	3
		3
☐ ☐ ✓ Classroo	om ADVANCED WATER DAMAGE RESTORATION REN 41097	3
☐ ✓ Classroo	om REDUCING COSTS THROUGH RESTORATION (REV) 38686	3

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0089 COLLEGE FOR FINANCIAL PLANNING

6161 S. Syracuse Way Greenwood Village, CO 80111

Contact: LAUREN DELL at: (800) 237-9990 ext 4830

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Self-Study	2002-2003 AUDIO CONFERENCE TRACK 2 "ESTATE PL	38097	14
	Self-Study	2002-2003 AUDIO CONFERENCE TRACK 3 "RETIREMEN	38754	14
✓	Self-Study	2003 AUDIO CONFERENCE: FINANCIAL PLN'G	37422	12
✓	Self-Study	AAMS-ACCREDITED ASSET MANAGEMENT SPECIALIST	39149	30
✓	Self-Study	AWMA-ACCREDITED WEALTH MANAGEMENT ADVISOR	41415	30
✓	Self-Study	CFP 1-FINANCIAL PLANNING PROCESS & INSURANCE	39151	30
✓	Self-Study	CFP 2 - INVESTMENT PLANNING	39155	30
✓	Self-Study	CFP 3-INCOME TAX PLANNING	39150	26
✓	Self-Study	CFP 4-RETIREMENT PLANING	39153	30
✓	Self-Study	CFP 5-ESTATE PLANNING	39152	30
✓	Self-Study	CMFC-CHARTERED MUTUAL FUND COUNSELOR	39148	30
	Self-Study	CRPC-CHARTERED RETIRE PLNG COUNSELOR	39147	30
✓	Self-Study	CRPS-CHARTERED RETIRE PLAN SPECIALIST	39146	30
✓	Self-Study	RP-REGISTERED PARAPLANNER(FFPN)	39145	30

0616 CONCENTRA HEALTH SERVICES, INC.

5080 SPECTRUM DRIVE SUITE 401, WEST TOWER ADDISON, TX 75001

Contact: DANA POLLARD at: (972) 364-8031

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
	Classroom	"DISABILITY PREVENTION WITH WORK COMPENSABLE	38866	1
	Classroom	"MANAGING WORKPLACE INJURIES'	39299	1
	Classroom	"PHYSICAL THERAPY: EVALUATING THERAPY PROGRAM	39320	1
	Classroom	NEW MEDICAL MODEL FOR WORK RELATE	37556	1

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0588 CONNIE L. WAGNER, CLU, CHFC

C/O WOMAN'S LIFE INS SOCIETY 1338 MILITARY STREET PORT HURON, MI 48060

Contact: CONNIE L WAGNER at: (800) 521-9292

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	ANNUITY CONCEPTS REV	41081	2
\checkmark	Classroom	INSURANCE ETHICS REN	40753	2
	Classroom	LIFE INSURANCE TODAY	40211	2

0057 COUZENS, LANSKY, FEALK, ELLIS, ETC, P.C.

39395 W. 12 MILE ROAD #200

P.O. BOX 9057

FARMINGTON HILLS, MI 48333

Contact: SHARON NEWMAN at: (248) 489-8600

		Instruction		Course	
<u>Life</u> HItl	n P&C	Method	Course Name	ID	Hours
✓		Classroom	ADVANCED ESTATE PLANNING REV	39115	1
✓		Classroom	BASIC ESTATE PLANNING REV	39116	1
✓		Classroom	BUSINESS/ ESTATE PLG FOR FAMILY BUS REV	39120	1
✓		Classroom	BUY SELL AGREEMENTS REV	39114	1
✓		Classroom	COMMON MISTAKES IN ESTATE PLANNING REV	39117	1
✓		Classroom	ESTATE AND TAX PLANNING UPDATE	38848	3
✓		Classroom	IRREVOCABLE LIFE INSURANCE TRUSTS REV	39118	1
✓		Classroom	SPLIT DOLLAR/EMPLOYEE FRINGE BENEFIT REV	39119	1
✓		Classroom	UPDATE ON CURRENT TAX LEGISLATION	41194	1
✓		Classroom	UPDATE ON DEFERRED COMPENSATION AND EMPLOYEE	41195	1
✓		Classroom	UPDATE ON ESTATE PLANNING-THE LATEST AND	41196	1
✓		Classroom	USING LIFE INSURANCE - ESTATE PLAN REV	39121	2

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0506 COVENTRY CENTER FOR FINANCIAL PROFESSIONALS

7111 VALLEY GREEN ROAD FORT WASHINGTON, PA 19034 Contact: LESLEY ARONCHICK

at: (877) 836-8300

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Classroom	THE SECONDARY MARKET FOR LIFE INSURANCE: NEW	40798	1

0147 COX, HODGMAN & GIARMARCO

101 W. BIG BEAVER SUITE 1000 TROY, MI 48084

Contact: JULIUS H. GIAMARCO at: (248) 457-7200

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	ADV ESTATE PLANNING OPPORTUNITIES	40244	4
	Classroom	ADVANCED CHARITABLE ESTATE PLANNING REV	39888	2
	Classroom	CARRY OVER BASIS AFTER 2001 ACT REV	40019	1
	Classroom	CURRENT TOPICS IN WEALTH TRANSFER	41424	4
	Classroom	DEFENSIVE ESTATE PLANNING REV	40405	1
	Classroom	ESTATE PLANNING AFTER THE ACT (REV)	38445	4
	Classroom	FIVE LEVELS OF ESTATE PLANNING (REV)	38443	2
	Classroom	IRA DISTRIBUTION RULES BASIC REV	39887	1
	Classroom	IRA DISTRIBUTION RULES: ADVANCED REV	40406	1
	Classroom	IRC SECTION 412 i BENEFIT PLANS REV	40018	1
	Classroom	KEEPING FAMILY BUSINESS IN FAMILY (REV)	38444	2
	Classroom	NONQUALIFIED DEFERRED COMP BASIC REV	39558	1
	Classroom	NONQUALIFIED DEFERRED COMP. ADV REV	39559	1
	Classroom	RECENT DEVELOPMENTS IN EST PLANNING	37561	3
	Classroom	SPLIT DOLLAR LIFE INS. ARRANGEMENTS REV	39557	2
✓	Classroom	TECHNIQUES IN ADV. ESTATE PLANNING (REV)	38442	4

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0004 DEARBORN FINANCIAL INSTITUTE

30 S WACKER DR #2500 CHICAGO, IL 60606

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Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
	✓	Self-Study	2002 BUSINESSOWNERS POLICY	41091	12
\checkmark		Self-Study	401 (K) PLANS REV	39777	8
\checkmark		Self-Study	403 (b) PLANS REV	40162	9
\checkmark	✓	Classroom	ADVANCED MARKETS AND BUSINESS SOLUTIONS (REV)	38357	4
\checkmark	✓	Classroom	AGENTS & ETHICS	40183	4
\checkmark		Classroom	ALL ABOUT ANNUITIES	40193	4
\checkmark		Classroom	ALL ABOUT QUALIFIED PLANS	40186	4
\checkmark		Self-Study	AML BEST PRACTICES FOR THE LIFE INSURANCE IND	41211	2
\checkmark		Self-Study	ANALYZING BUSINESS FINANCIAL STATEMENT	40398	4
\checkmark		Self-Study	ANNUITIES (REV) (Self-Study)	38691	13
\checkmark	✓	Classroom	ANNUITIES 101 REV (CLASSROOM)	38989	4
\checkmark		Self-Study	ANNUITIES TODAY REV	38608	3
\checkmark	✓	Self-Study	ANTI-MONEY LAUNDERING FUNDAMENTALS	39221	3
\checkmark		Self-Study	ASSET ALLOCATION IN VARIABLE REN	40566	3
\checkmark		Classroom	ASSET ALLOCATION IN VARIABLE REV CLASSROOM	40129	1
\checkmark		Self-Study	BASICS OF ASSET ALLOCATION (REV)	38345	5
\checkmark		Self-Study	BASICS OF ESTATE PLANNING REV	38609	4
\checkmark		Classroom	BUILDING CLIENT WEALTH	39073	4
\checkmark		Self-Study	BUILDING CLIENT WEALTH REV	40123	7
	✓	Self-Study	BUSINESS INCOME COVERAGE	40860	12
\checkmark		Self-Study	BUSINESS INSURANCE, 8TH EDITION 2004 REV	40863	21
\checkmark	✓	Self-Study	BUSINESS SUCCESSION PLANNING REV	38144	9
\checkmark		Self-Study	BUY SELL FUNDING WITH PROFIT REN	40569	5
\checkmark	✓	Self-Study	CHARITABLE GIVING REV	38143	8
	✓	Self-Study	COMMERCIAL AUTO	41037	18
	✓	Self-Study	COMMERCIAL GENERAL LIABILITY SELF STUDY	37726	12
		Classroom	COMMERCIAL GENERAL LIABILITY EXPLAINED CLASSR	40168	4
		Classroom	COMMERCIAL LIABILITY PRINCIPLES	40174	4
		Classroom	COMMERCIAL PROPERTY INSURANCE	40173	4

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Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
	✓	Classroom	COMMERCIAL PROPERTY PRINCIPLES	40169	4
	✓	Self-Study	COMMERCIAL UMBRELLA	41038	11
\checkmark		Self-Study	COMPLIANCE IN PUBLIC COMMUNICATIONS	40891	2
\checkmark		Self-Study	DEFERRED COMPENSATION REV	39708	4
\checkmark	✓	Self-Study	DESIGNING FINANCIAL STRATEGIES, 2ND ED REV	38142	14
\checkmark		Self-Study	DETERMINING RETIREMENT INCOME REV	39776	2
	✓	Classroom	DISABILITY INCOME INSURANCE REN	41268	3
\checkmark	✓	Self-Study	DISABILITY INCOME INSURANCE REV	38138	18
\checkmark	✓	Classroom	DISABILITY INCOME: THE FORGOTTEN NEED	40181	4
\checkmark		Self-Study	DISTRIBUTION PLANNING:PREMATURE	41269	3
\checkmark		Self-Study	DISTRIBUTION PLANNING:REQUIRED	41270	2
\checkmark		Self-Study	DISTRIBUTIONS FROM QUALIFIED PLANS REV	40130	10
\checkmark		Self-Study	EQUITY INDEXED ANNUITIES REV	38137	8
\checkmark		Self-Study	ESTATE PLANNING 2004	40668	23
\checkmark		Classroom	ESTATE PLANNING FOR INSURANCE	41271	4
\checkmark		Self-Study	ESTATE PLANNING:7th EDITION REV	39925	30
\checkmark	✓	Classroom	ETHICS 100 REV	38988	4
	✓	Self-Study	ETHICS FOR PROPERTY AND CASUALTY REN	40865	11
\checkmark	✓	Self-Study	ETHICS FOR THE INSURANCE PROFESS REV	38136	7
	✓	Classroom	ETHICS IN THE WORKPLACE	40171	4
\checkmark		Self-Study	EXECUTIVE BENEFIT PLANNING REV	39710	15
\checkmark	✓	Self-Study	EXECUTIVE BONUS PLANS REV	37823	2
	✓	Classroom	FAIR AND EQUAL TREATMENT IN TODAY'S DIVERSE	40167	4
\checkmark	✓	Self-Study	FIC ADVANCED/SURVEY OF ADVANCED SALES REV	38133	20
\checkmark		Self-Study	FIC BASIC/ INTRODUCTION TO LIFE UNDER REV	38127	12
\checkmark	✓	Self-Study	FIC BASIC/ETHICS FOR THE INSURANCE PRO REV	38129	7
\checkmark		Self-Study	FIC INTERMEDIATE II/INDIVIDUAL/FAMILY MAR REV	38131	14
\checkmark		Self-Study	FICF GRADUATE I:ESTATE PLANNING 7th EDITION	39924	30
\checkmark	✓	Self-Study	FICF GRADUATE II/BUSINESS INSURANCE REV	38132	26
\checkmark		Self-Study	FICF GRADUATE III/INTRODUCTION TO FINAN'L REV	38128	21

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Contact: TRACY LAYNE at: (312) 836-4400 ext 4679

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
✓	✓	Self-Study	FINANCIAL CHALLENGES FACING RETIREES REV	39711	5
\checkmark		Classroom	FINANCIAL PLANNING IN RETIREMENT (REV)	38358	4
\checkmark		Self-Study	FINANCIAL PLANNING W/VARIABLE ANNUITIES REV	38135	4
\checkmark		Classroom	FINANCIAL STRATEGIES ACHEIVE OBJECTIVE (REV)	38359	4
\checkmark		Classroom	FIXED, VARIABLE OR INDEXED REV	40164	1
\checkmark	✓	Self-Study	GROUP CARVE-OUT PLANS REV	37824	1
\checkmark	✓	Classroom	GROUP INSURANCE	39074	4
	✓	Classroom	HEALTH INSURANCE BASICS: MEETING THE NEEDS OF	40180	4
\checkmark		Self-Study	HOME SERVICE AGENT; 4TH ED REV	38148	12
	✓	Classroom	HOMEOWNERS INSURANCE OVERVIEW	40179	4
\checkmark		Classroom	HOW TO ANALYZE MUTUAL FUNDS	39075	4
\checkmark		Classroom	HOW TO ANALYZE STOCK MARKET	39076	4
\checkmark		Self-Study	ILIT'S AND ESTATE PLANNING	38503	2
\checkmark		Self-Study	INCOME TAX PLANNING REV	40128	15
\checkmark		Self-Study	INDIVIDUAL AND FAMILY MARKETS, 5TH ED REV	38147	14
	✓	Classroom	IN-HOME BUSINESS COVERAGES	39654	5
\checkmark		Classroom	INS. SUITABILITY: MATCH PRODUCT W/CLIENT (REV	38360	4
\checkmark	✓	Self-Study	INSURANCE & EMPLOYEE BENEFIT	39707	11
\checkmark	✓	Self-Study	INSURANCE FUNDAMENTAL REN	40866	6
\checkmark	✓	Classroom	INSURANCE PLANNING FOR SENIORS	40191	4
	✓	Classroom	INSURANCE PRINCIPLES	40176	4
\checkmark	✓	Self-Study	INTRODUCTION TO FINANCIAL PROD 2ND ED. REV	38149	21
	✓	Self-Study	INTRODUCTION TO COMMERCIAL LIABILITY	37754	4
	✓	Self-Study	INTRODUCTION TO COMMERCIAL PROPERTY	37715	6
\checkmark	✓	Self-Study	INTRODUCTION TO GROUP INSURANCE, 5TH ED. REV	38139	12
\checkmark	✓	Self-Study	INTRODUCTION TO LIFE UNDERWRITING; 11TH REV	38140	17
\checkmark	✓	Self-Study	INTRODUCTION TO TRUSTS REV	38141	5
\checkmark		Self-Study	INTRODUCTION TO TRUSTS: CASE STUDIES (REV)	38355	11
\checkmark		Self-Study	INVESTING RETIREMENT ASSETS REV	39709	5
\checkmark		Classroom	INVESTMENT OPTIONS & TAXATION (REV)	38361	4

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Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark		Self-Study	INVESTMENT PLANNING REV	39775	15
\checkmark		Classroom	IRA's TODAY: PRODUCTS AND DISTRIBUTIONS (REV)	38362	4
\checkmark		Classroom	LIFE INSURANCE BASICS:MEETING THE NEEDS OF	40188	4
\checkmark		Classroom	LIFE INSURANCE BEST PRACTICES	40184	4
\checkmark		Self-Study	LIFE INSURANCE IN ACTION (REV)	38347	3
\checkmark	✓	Self-Study	LIFE INSURANCE SUITABILITY REV	38145	8
\checkmark		Self-Study	LIFE INSURANCE TODAY (REV)	38349	3
\checkmark		Self-Study	LIFE SETTLEMENT REV	40121	3
\checkmark	✓	Self-Study	LONG TERM CARE, 3RD EDITION REV	38161	12
\checkmark	✓	Self-Study	LONG-TERM CARE INSURANCE POLICIES (REV)	38354	3
\checkmark	✓	Self-Study	LONG-TERM CARE SUITABILITY REV	38157	10
	✓	Classroom	LONG-TERM CARE: SERVING SENIORS NEEDS (REV)	38363	4
	✓	Classroom	MANAGED CARE REV	38987	4
	✓	Self-Study	MANAGED CARE REV	38125	6
\checkmark	✓	Self-Study	MANAGING COMPLIANCE	40864	5
		Self-Study	MANAGING RISK WITH PROPERTY	41272	5
\checkmark		Self-Study	MANAGING VARIABLE LIFE INSURANCE REN	40565	2
\checkmark		Self-Study	MARKET CONDUCT FOR LIFE INSURANCE AGENTS REV	38158	7
	✓	Self-Study	MEDICARE REV	38625	2
	✓	Classroom	MEDICARE SUPPLEMENTS	39090	4
\checkmark		Classroom	MUTUAL FUNDS ETHICAL REGULATORY	40799	2
\checkmark	✓	Self-Study	MUTUAL FUNDS: A CASE STUDY IN SUITABILITY REV	38150	4
\checkmark		Self-Study	PENSION & PROFIT SHARING (REV)	38689	25
	✓	Classroom	PERSONAL AUTO INSURANCE EXPLAINED	40170	4
	✓	Self-Study	PERSONAL LINES ENDORSEMENTS	41092	11
\checkmark		Self-Study	PLANNING FOR RETIREMENT REV	40124	15
	✓	Self-Study	POLICY INTERPRETATION	38605	3
\checkmark	✓	Self-Study	PRESERVING CLIENT ASSETS REV	40120	5
\checkmark	✓	Self-Study	PRINCIPLES OF HEALTH AND DISABILITY INSUR REV	38159	10
\checkmark	✓	Self-Study	PRINCIPLES OF RETIREMENT REV	38626	16
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Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark		Classroom	PRODUCTS FOR FINANCIAL PLANNING	40182	4
		Classroom	PROPERTY RISK MANAGEMENT	40172	4
\checkmark		Classroom	QUALIFIED DISTRIBUTION PLANNING	40189	4
\checkmark	✓	Classroom	REALISTIC RETIREMENT PLANNING REV	40185	4
\checkmark		Self-Study	REGISTERED INVESTMENT ADVISORS REV	38160	5
\checkmark		Self-Study	RETIREMENT INCOME STRAT REV	40122	2
\checkmark		Classroom	RETIREMENT INCOME STRATEGIES -CLASS	40166	1
\checkmark		Self-Study	RETIREMENT PLAN DESIGN (REV)	38350	3
\checkmark		Self-Study	RETIREMENT PLAN TYPES (REV)	38346	3
\checkmark		Self-Study	RETIREMENT PLANS FOR SMALL BUSINESS REV	38151	5
\checkmark	✓	Self-Study	RISK & RETURN (REV)	38690	4
		Self-Study	RISK MANAGEMENT	37730	7
\checkmark		Self-Study	ROLLOVERS REN	40712	6
\checkmark		Classroom	SECTION 529 PLANS	39078	4
\checkmark		Self-Study	SECTION 529 PLANS REV	40127	2
\checkmark		Self-Study	SENIOR HEALTH CARE REV	38155	3
\checkmark	✓	Classroom	SENIOR NEEDS PLANNING (REV)	38366	4
\checkmark	✓	Self-Study	SENIOR NEEDS PLANNING REV (SELF-STUDY)	39265	9
\checkmark		Self-Study	SEP AND SIMPLE PLANS REN	40567	4
	✓	Classroom	SMALL BUSINESS OWNERS INSURANCE	40175	4
\checkmark	✓	Self-Study	SPLIT DOLLAR USE IN BUY-SELL FUNDING REV	37825	2
\checkmark		Self-Study	SUCCESSION PLANNING: KEEPING REN	40568	3
\checkmark	✓	Self-Study	SUCCESSION PLANNING: SELLING THE BUSINESS REV	37820	3
\checkmark	✓	Self-Study	SUITABILITY FOR ANNUITIES (REV)	38352	3
\checkmark		Self-Study	SUITABILITY FOR TRADITIONAL LIFE & U/L (REV)	38351	4
\checkmark		Classroom	SUITABILITY:MATCHING THE PRODUCT TO THE NEED	40187	4
\checkmark		Self-Study	SURVEY OF ADVANCED SALES 7TH EDITION REV	38152	20
\checkmark		Classroom	SURVEY OF ADVANCED SALES REN	41273	4
\checkmark	✓	Self-Study	SURVIVORSHIP LIFE INSURANCE IN ESTATE PLANNIN	37986	2
\checkmark		Self-Study	TAXATION OF FINANCIAL PRODUCTS REV	40161	10

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Life	HIth P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark		Self-Study	TAXATION OF LIFE INSURANCE REV	40163	5
		Classroom	TEARING APART THE AUTO POLICY	39022	4
		Classroom	TEARING APART THE HOMEOWNERS POLICY	39023	4
	✓	Self-Study	TERRORISM COVERAGE FOR COMM LINES	37532	5
\checkmark	✓	Self-Study	THE ETHICAL INSURANCE PRODUCER	40416	3
\checkmark		Classroom	TODAY'S ESTATE PLANNING STRATEGIES (REV)	38364	4
\checkmark		Classroom	TOOLS OF ESTATE PLANNING (REV)	38365	1
\checkmark	✓	Self-Study	TOTAL NEEDS PLANNING 6TH ED. REV	38153	10
\checkmark		Classroom	TOTAL NEEDS PLANNING REN	41274	3
\checkmark	✓	Self-Study	TYPES OF BUSINESS ORGANIZATIONS REV	37821	3
\checkmark		Self-Study	UNDERSTANDING 1035 EXCHANGES 2004	40125	2
\checkmark		Classroom	UNDERSTANDING 1035 EXCHANGES-CLASS	40165	1
\checkmark		Self-Study	UNDERSTANDING CLIENT NEEDS REV	40126	4
\checkmark		Classroom	UNDERSTANDING IRA'S 2004	41275	3
\checkmark		Self-Study	UNDERSTANDING IRA'S REN	40713	9
		Self-Study	UNDERSTANDING PERSONAL AUTO	37354	5
	✓	Self-Study	UNDERSTANDING PERSONAL UMBRELLA	40979	9
		Classroom	UNDERSTANDING RISK MANAGEMENT	40178	3
		Self-Study	UNDERSTANDING THE FINANCIAL NEEDS OF P&C CLIE	39176	5
\checkmark		Self-Study	UNDERSTANDING WILLS AND INTESTACY	40861	3
\checkmark		Self-Study	UNIVERSAL LIFE INSURANCE REV	38154	7
\checkmark		Classroom	USES OF LIFE INSURANCE IN THE BUSINESS MARKET	40192	4
\checkmark		Classroom	USING LIFE INSURANCE FOR BUSINESS SUCCESSION	40190	4
\checkmark		Self-Study	USING LIFE INSURANCE TO REPLACE REN	40570	1
\checkmark		Classroom	USING TRUST TO MEET CLIENT REN	41276	4
\checkmark	✓	Self-Study	VALUING A BUSINESS REV	37822	2
\checkmark		Self-Study	VALUING AND INSURING THE KEY EXECUTIVE	40399	3
\checkmark		Self-Study	VARIABLE ANNUITIES REV	38126	3
\checkmark		Self-Study	VARIABLE ANNUITY FAQ's (REV)	38344	4
\checkmark		Self-Study	VARIABLE ANNUITY SUITABILITY ISSUES	41210	2

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Contact: TRACY LAYNE at: (312) 836-4400 ext 4679

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	VARIABLE CONTRACTS IN THE FINANCIAL REN	41277	4
	Self-Study	VARIABLE CONTRACTS REV	38156	8
	Self-Study	VARIABLE CONTRACTS: CASE STUDIES (REV)	38353	16
	Self-Study	WEALTH MANAGEMENT	38456	15
	Self-Study	WORKER'S COMP & EMPLOYERS LIABILITY	37533	5
	Classroom	WORKERS' COMPENSATION EXPLAINED	40177	4
	Self-Study	WORKING WITH COMMERCIAL PROPERTY	37725	12
	Classroom	YOUR CLIENTS AND THEIR DEBT	39080	4

0210 DETROIT AREA CHAPTER ISCEBS

1786 LEXINGTON DR TROY, MI 48084

Contact: CLARISSE ANDRUS at: (248) 936-5485

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
	Classroom	FUNDAMENTALS/HEALTH & WELFARE PLANS REV	40067	7
✓	Classroom	FUNDAMENTALS/QUALIFIED BENEFITS REV	39268	7

0502 EDUCATIONAL TRAINING SYSTEMS

116 MIDDLE ROAD

SOUTHBOROUGH, MA 01772

Contact: DENNIS M DOYLE at: (508) 481-3578 ext 22

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Self-Study	ANNUITIES REV	38965	4
✓	Self-Study	BUSINESS INSURANCE TRAINING COURSE REV	38967	13
✓	Self-Study	CHARITABLE REMAINDER TRUSTS REV	38960	3
	Self-Study	COMM PROPERTY INSURANCE REV	38951	12

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0502 EDUCATIONAL TRAINING SYSTEMS

116 MIDDLE ROAD SOUTHBOROUGH, MA 01772

Contact: DENNIS M DOYLE at: (508) 481-3578 ext 22

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
	✓	Self-Study	COMM PROPERTY LIABILITY PACKAGE COV REV	38952	25
\checkmark		Self-Study	CONCEPTS OF VOLUNTARY EMPLOYEE BEN REV	38852	17
\checkmark		Self-Study	ESTATE PLANNING TRAINING COURSE REV	38949	8
\checkmark		Classroom	ESTATE PLANNING TRAINING COURSE REV	38855	2
\checkmark	✓	Self-Study	ETHICS AND INSURANCE REV	38958	10
\checkmark	✓	Self-Study	ETHICS REV	38966	3
\checkmark		Self-Study	FINANCIAL PLANNING STRATEGIES RENEWAL	40400	3
	✓	Self-Study	GLOBAL INSURANCE	37548	3
	✓	Self-Study	HOMEOWNERS INSURANCE REN	40720	1
\checkmark		Self-Study	INSURANCE OPERATIONS REV	38957	13
\checkmark		Self-Study	INTRODUCTION/INVESTMENTS PERS FIN PLNG REV	38950	8
	✓	Self-Study	LONG TERM CARE REV	38954	5
\checkmark	✓	Self-Study	MEDICARE AND MEDICARE INSURANCE	37269	12
\checkmark		Self-Study	MULTI GENERATIONAL ASSET PLANNING REV	38964	13
\checkmark	✓	Self-Study	PERSONAL INSURANCE PLANNING REV	38955	11
\checkmark		Self-Study	PLANNING FOR RETIREMENT REV	38956	8
	✓	Self-Study	PROFESSIONAL LIABILITY COVERAGES REN	40721	1
		Self-Study	PROPERTY AND CASUALTY ORIENTATION INS REV	39715	4
\checkmark		Self-Study	RETIREMENT PLAN'G TRAINING COURSE REV	38959	8
\checkmark		Classroom	RETIREMENT PLANNING TRAINING COURSE REV	38856	2
	✓	Self-Study	RISK MANAGEMENT REV	38961	12
		Self-Study	SELECTED COMMERCIAL PROPERTY COVERAGES REN	40722	2
\checkmark		Self-Study	THE LIVING TRUST REV	38953	13
\checkmark		Self-Study	THE USE OF ANNUITIES IN THE MARKETPLACE	39243	5
\checkmark	✓	Self-Study	TOTAL INSURANCE PLANNING REV	38963	4
\checkmark	✓	Self-Study	TOTAL PERSONAL FINANCIAL PLANNING REV	38853	30
\checkmark		Classroom	UNDERSTANDING 529 PLANS REV	39289	1
\checkmark	✓	Self-Study	UNDERSTANDING GROUP INSURANCE REV	38962	8
\checkmark		Self-Study	UNDERSTANDING SECTION 529 PLANS REV	38854	4
\checkmark		Self-Study	VARIABLE ANNUITIES AND SUITABILITY	41143	6

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116 MIDDLE ROAD SOUTHBOROUGH, MA 01772

Contact: DENNIS M DOYLE at: (508) 481-3578 ext 22

Instru	uction	Course	
Life HIth P&C Met	thod Course Name	ID	Hours
✓ ☐ Class	room VARIABLE PRODUCTS REV	38851	2

0620 EDWARD A. STONE

P.O.B 501121

INDIANAPOLIS, IN 46250

Contact: EDWARD A STONE

at: (317) 577-8825

Instruction		Course	
Life HIth P&C Method	Course Name	ID	Hours
☐ ✓ ☐ Classroom	ISSUES IN LONG TERM CARE TODAY	37707	2
☐ ✓ ☐ Classroom	LONG TERM CARE-TAXATION	38838	1

0482 **EMIND, LLC**

100 NORTH CRESCENT DRIVE

SUITE 330

BEVERLY HILLS, CA 90210

Contact: SIMONE HIRZEL

at: (310) 432-1795

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Self-Study	401(K) PLANS AND RETIREMENT (REV)	38590	5
✓	Self-Study	ADVANCED INSURANCE MARKETS	37655	12
	Self-Study	ADVANCED PERSONAL LINES	37649	11
	Self-Study	AML FOR INSURANCE: THE BASICS OF ANTI	37642	5
✓	Self-Study	CHARITABLE GIVING USING LIFE INSURANCE	37644	7
✓	Self-Study	DEFERRED AND EQUITY-INDEX ANNUITIES (REV)	38589	9
✓	Self-Study	EQUITIES FOR INSURANCE AGENTS (REV)	38591	4
✓	Self-Study	ESTATE PLANNING FOR INSURANCE AGENTS (REV)	38592	2
\checkmark	Self-Study	ETHICS FOR INSURANCE PROFESSIONALS (REV)	38594	7
✓	Self-Study	EXECUTIVE COMPENSATION/SUCCESSION	37643	7
	Self-Study	FUNDAMENTALS OF LTC INSURANCE REN	40670	8

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0482 **EMIND**, LLC

100 NORTH CRESCENT DRIVE

SUITE 330

BEVERLY HILLS, CA 90210

Contact: SIMONE HIRZEL

at: (310) 432-1795

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
	✓	Self-Study	INLAND MARINE INSURANCE	37654	7
	✓	Self-Study	INSURING LONG-TERM CARE (REV)	38567	9
\checkmark		Self-Study	INTRODUCTION TO RETIREMENT PLANNING (REV)	38564	3
\checkmark		Self-Study	KEY EMPLOYEE INSURANCE REN	41247	4
	✓	Self-Study	LIABILITY INS FOR COMM & BUSINESS USE REN	41248	8
\checkmark	✓	Self-Study	LIFE & HEALTH INSURANCE CONCEPTS (REV)	38572	3
\checkmark		Self-Study	LIVING TRUST & OTHER PROBATE AVOIDANCE METREV	38575	3
	✓	Self-Study	MANAGED HEALTH CARE	37650	11
\checkmark	\checkmark	Self-Study	MARKET CONDUCT FOR INSURANCE PROFESSIONALS	40297	8
\checkmark	✓	Self-Study	MARKET CONDUCT/INSURANCE /SECURITIE	37641	11
		Self-Study	PERSONAL & BUSINESS AUTOMOBILE INSURANCE REN	41249	7
\checkmark		Self-Study	PERSONAL INSURANCE MARKETS (REV)	38578	15
\checkmark		Self-Study	PERSONAL INSURANCE NEEDS ANALYSIS	37651	14
\checkmark	\checkmark	Self-Study	PREVENTING ERRORS & OMISSIONS FOR INSURANCE	39744	1
\checkmark		Self-Study	PRINCIPLES & BASICS ANNUITIES (REV)	38579	4
	✓	Self-Study	PRINCIPLES OF HEALTH INSURANCE	37653	6
\checkmark		Self-Study	PRINCIPLES OF LIFE INSURANCE (REV)	38581	8
\checkmark	\checkmark	Self-Study	PRIVACY ISSUES IN INSURANCE	40296	6
\checkmark		Self-Study	RETIREMENT PLANNING (REV)	38583	3
\checkmark		Self-Study	SECTION 529 COLLEGE SAVINGS PLANS	37640	2
\checkmark		Self-Study	THE USE OF LIFE INSURANCE IN ESTATE PLANN REV	38585	3
	✓	Self-Study	TOXIC MOLD: INSURANCE ISSUES	37656	5
\checkmark		Self-Study	UNBUNDLED ANNUITIES: MORE FLEXIBILITY	37639	2
\checkmark		Self-Study	VARIABLE ANNUITY SUITABILITY REV	39661	3
\checkmark		Self-Study	VARIABLE LIFE & VARIABLE ANNUITIES FOR INSURA	40295	6
\checkmark		Self-Study	WEALTH ACCUMULATION PLANNING & THE ROLE (REV)	38587	8
\checkmark		Self-Study	WHO TOOK ANNUITIZATION OF ANNUITIES	37652	2
		Self-Study	WORKERS COMP/EMPLOYERS LIABILITY IN	37638	4

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Continuing Education Courses Providers Offering Courses Open to the Public

0163 ESSEX CORPORATION

215 GATEWAY RD. WEST NAPA, CA 94558

Contact: MAYS LAURA at: (800) 830-1084 ext 1

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Self-Study	ANNUITY HANDBOOK REV	39450	12
	Self-Study	COPE EXPLAINED	39513	6
✓	Self-Study	DIST. PLANNING	39514	7
✓	Self-Study	ESTATE PLANNING REV	38055	8
✓	Self-Study	FINANCIAL PLANNING PROCESS	39520	17
	Self-Study	INS. PRINCIPLES	39515	7
✓	Self-Study	INTRO TO ANNUITIES	39519	11
✓	Self-Study	INTRO TO FINAN. PLANNING SENIORS	39511	11
	Self-Study	INTRO TO LONG TERM CARE	39512	8
✓	Self-Study	INTRO TO VARIABLE ANNUITIES	39516	11
✓	Self-Study	INTRO TO VARIABLE LIFE	39517	11
	Self-Study	INTRODUCTION TO LIFE INSURANCE REV	38056	7
✓	Self-Study	LIFE INS. PLANNING	39518	7

0492 FINANCIAL PLANNING ASSOCIATION (THE)

4100 EAST MISSISSIPPI AVE SUITE 400

DENVER, CO 80246

Contact: DIANE MCAFEE at: (303) 759-4900 ext 7117

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
	Classroom	WHAT ARE THE RISKS YOUR CLIENTS DON'T EVEN KN	38601	2

February 2, 2005

Continuing Education Courses Providers Offering Courses Open to the Public

0150 FINANCIAL PLANNING ASSOCIATION OF MICHIGAN

PO BOX 476

SOUTH LYONS, MI 48178 Contact: MARY MEDONIS

at: (888) 736-4237

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	GODZILLA VS. LONG-TERM CARE INSURANCE	38924	1
	Classroom	RECENT TAX LAW CHANGES AND ESTATE PLANNING	38867	2
✓	Classroom	THE PENDULUM SWINGS:USE & MISUSE OF LIFE INS	41267	1

0045 FINANCIAL SERVICES INSTITUTE

21333 HAGGERTY ROAD SUITE 120 NOVI, MI 48375

Contact: HENRY G. TURNER

at: (248) 305-8688

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
✓		Classroom	ANNUITIES & RETIREMENT, 2004	41129	4
\checkmark		Self-Study	ANNUITIES BY DESIGN	37719	9
	✓	Classroom	AUTO INS IN MICHIGAN, 2004	41130	4
	✓	Self-Study	AUTO INSURANCE, 2004	41235	10
	✓	Classroom	BONDING PRINCIPLES REV	40776	4
\checkmark		Classroom	BUSINESS INSURANCE-CORPORATION, 2004	41131	4
\checkmark	✓	Classroom	BUSINESS MANAGEMENT, 2003 (REV)	38342	8
	✓	Classroom	COBRA, 2004	41236	2
	✓	Classroom	COMMERCIAL PROPERTY COV., 2004	41237	4
\checkmark		Classroom	DEFERRED COMPENSATION, 2004	41132	3
\checkmark	✓	Classroom	DISABILITY INCOME, 2004	41133	4
	✓	Classroom	EMPLOYEE DISHONESTY/CRIME INS, 2004	41134	3
	✓	Classroom	EMPLOYMENT PRACTICES/LIABILITY, 2004	41135	4
\checkmark		Classroom	ESTATE PLANNING, 2004	39985	7
\checkmark	✓	Classroom	ETHICS, 2004 REV	39561	3
\checkmark	✓	Classroom	FILLING THE GAP-MEDICARE REN	41226	4
\checkmark	✓	Classroom	FINANCIAL PLANNING & RISK	41227	4
\checkmark		Classroom	FRATERNAL INSURANCE 2004 REV	40777	1
\checkmark	✓	Classroom	FRAUD AWARENESS 2003	38847	7

Continuing Education Courses Providers Offering Courses Open to the Public

0045 FINANCIAL SERVICES INSTITUTE

21333 HAGGERTY ROAD SUITE 120 NOVI, MI 48375

Contact: HENRY G. TURNER at: (248) 305-8688

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark	✓	Classroom	GROUP LIFE AND HEALTH REN	41228	4
\checkmark	✓	Classroom	HEALTH AND WELFARE PLANS REN	41229	4
	✓	Self-Study	INDIVIDUAL HEALTH, 2003 REV	37919	10
\checkmark	\checkmark	Self-Study	INSURANCE FRAUD, 2004	41238	6
\checkmark	✓	Classroom	INSURANCE MARKETS, 2004	41230	4
\checkmark	\checkmark	Classroom	INSURERS RESP TO AGENTS, 2004	41231	2
\checkmark		Self-Study	INVESTMENT BASICS FOR THE AGENT	39127	15
		Classroom	JOB RELATED INJURIES, 2004	41232	3
		Classroom	LEGAL LIABILITY, 2004	41233	3
\checkmark		Classroom	LIFE INS. CONCEPTS, 2004	41234	4
\checkmark		Self-Study	LIFE INSURANCE PRINCIPLES, 2003 REV	37920	15
		Self-Study	LIMITED LINES, 2003 REV	37922	2
\checkmark	✓	Self-Study	LONG TERM CARE INSURANCE, 2003 REV	37924	6
	✓	Classroom	LONG TERM CARE, 2004	41239	4
	✓	Classroom	MANAGED HEALTH CARE, 2004	41240	4
\checkmark	\checkmark	Self-Study	MARKET CONDUCT, 2003 REV	37918	6
	✓	Self-Study	MEDICARE AND MEDICARE SUPPLEMENTS, 2003 REV	37923	5
	✓	Classroom	NURSING HOME INS, 2004	41241	2
		Self-Study	PERSONAL & COMMERCIAL INS, 2004	39984	15
		Classroom	PERSONAL LINES REV	40775	4
\checkmark		Classroom	PROBATE COURT/TRUSTS, 2004	39983	7
\checkmark	\checkmark	Classroom	RESPONSIBILITIES OF AGENTS, 2004	39986	3
\checkmark	✓	Classroom	RETIREMENT PLANNING, 2003	37662	7
		Classroom	RISK FINANCING REV	40774	3
		Classroom	RISK MANAGEMENT, 2004 REV	40773	4
\checkmark	✓	Classroom	SELF-FUNDING - THE BASICS	39295	4
\checkmark	✓	Classroom	SENIOR CITIZENS NEEDS, 2004	41242	4
		Classroom	UMBRELLA AND EXCESS POLICIES, 2004 REV	40772	4
		Classroom	UNDERWRITING PRINCIPLES, 2004 REV	40771	4

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0045 FINANCIAL SERVICES INSTITUTE

21333 HAGGERTY ROAD SUITE 120 NOVI, MI 48375

Contact: HENRY G. TURNER at: (248) 305-8688

Contact: HENRY G	TURNER at: (248) 305-8	0000	
Life Hlth P&C Method		Course	Hours
✓ Classroom	n VARIABLE ANNUITIES, 2003	39194	4
0578 FIREMAN'S FUND 75 WALL STREET 18TH FLOOR NEW YORK, NY 10 Contact: MARISA 0		7982	
Instruction Life Hith P&C Method		Course ID	Hours
Classroon		40673	3
		2400	
0611 GLASSDOCTOR 1020 N UNIVERSITY WACO, TX 76707 Contact: Shirley W	at: (254) 745-2	Course	
0611 GLASSDOCTOR 1020 N UNIVERSITY WACO, TX 76707 Contact: Shirley W	on Course Name		Hours 4
0611 GLASSDOCTOR 1020 N UNIVERSITY WACO, TX 76707 Contact: Shirley W Instruction Life Hith P&C Method	on Course Name FEDERAL REGULATIONS GOVERNING AUTO GLASS URANCE COMPANY RIVE 46278-1719	Course ID 39235	4
0611 GLASSDOCTOR 1020 N UNIVERSITY WACO, TX 76707 Contact: Shirley W Life HIth P&C Method Classroon 0218 GOLDEN RULE INS 7440 WOODLAND D INDIANAPOLIS, IN	tt at: (254) 745-2 Course Name FEDERAL REGULATIONS GOVERNING AUTO GLASS URANCE COMPANY PRIVE 46278-1719 FANDLEY at: (317) 290-8	Course ID 39235	4

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Continuing Education Courses Providers Offering Courses Open to the Public

0468 GRAND VALLEY STATE UNIVERSITY

444 DEVOS CENTER 401 W FULTON ST. GRAND RAPIDS MI 49

GRAND RAPIDS, MI 49504

Contact: GREGG DIMKOFF

at: (616) 331-7428

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Classroom	ESTATE PLANNING	39619	30
✓ ✓	Classroom	INSURANCE PLANNING	39615	30
	Classroom	INVESTMENT PLANNING	39616	30
	Classroom	PERSONAL INCOME TAX PLANNING	39617	30
	Classroom	PRINCIPLES OF FINANCIAL PLANNING	39614	30
✓	Classroom	RETIREMENT PLANNING & EMP BENEFITS	39618	30

0299 GREAT AMERICAN INSURANCE COMPANY

49 E 4TH ST #400

CINCINNATI, OH 45202-3803

Contact: CHAD EDWARDS

at: (513) 763-8408

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
	Classroom	2005 MPCI FALL UPDATE	40539	6
	Classroom	2005 MPCI SPRING UPDATE	41176	6
	Classroom	ABC BASIC TRAINING	37755	15

0425 HARLEYSVILLE INSURANCE COMPANIES

355 MAPLE AVENUE

HARLEYSVILLE, PA 19438

Contact: Sandra Steelhammer

at: (215) 256-5037

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
✓	Classroom	BUSINESS BASICS (REV)	38699	4
	Classroom	ESTATE PLANNING TECHNIQUES	41346	3
✓	Classroom	LIFE CONCEPTS FOR BUSINESS OWNERS	41347	3
	Classroom	THE SENIOR MARKET REN	41045	2

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Continuing Education Courses Providers Offering Courses Open to the Public

0425 HARLEYSVILLE INSURANCE COMPANIES

355 MAPLE AVENUE HARLEYSVILLE, PA 19438 Contact: Sandra Steelhammer

at: (215) 256-5037

Life Hith P&C	nstruction Method	Course Name	Course ID	Hours
	Classroom	TOP 10 USES OF LIFE INSURANCE	41348	3

0051 HEALTH INSURANCE ASSOCIATION AMERICA

1201 F STREET, NW SUITE 500 WASHINGTON, DC 20004

Contact: LACRESHEA MAKONNEN at: (202) 824-1657

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
	Self-Study	MANAGED CARE, PART A	37385	19
	Self-Study	MANAGED CARE: INTEGRATING THE DELIVE	37386	14

0286 HEID ENTERPRISES INC

101 STOVER DR
DELAWARE, OH 43015
Contact: KARIE HEID

Contact: KARIE HEID at: (740) 363-9222 ext 103

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	RECOGNITION & REMEDIATION OF MOLD (REV)	38687	3
	Classroom	RESTORATION OF SMOKE/FIRE DAMAGES REV	41198	4
	Classroom	RESTORATION OF WATER DAMAGES REV	41199	3

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Continuing Education Courses Providers Offering Courses Open to the Public

0078 IEI C/O PACIFIC LIFE

215 SOUTHPORT DR. #1000 MORRISVILLE, NC 27560

Contact: BENJAMIN GANI at: (919) 653-5200 ext 5224

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
✓ □ □	Classroom	EXECUTIVE COMP PLANNING USING LIFE INS	41082	1

0445 IGS EDUCATIONAL SOFTWARE

1200 LAKE AIR DR. #227 P.O. BOX 21777 WACO, TX 76710

Contact: GENE BENTHUL at: (800) 299-5577

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
		Self-Study	BUSINESS AUTO POLICY- 92 ED. REV	38297	4
	✓	Self-Study	BUSINESS INCOME FORMS - 92 ED. REV	38298	4
	✓	Self-Study	BUSINESSOWNER'S POLICY - 97 ED. REV	38299	8
	✓	Self-Study	CGL COMPARISON - 86 VS. PRIOR REV	38300	4
	✓	Self-Study	CGL ENDORSEMENTS REV	38301	5
	✓	Self-Study	CGL POLICY - 98 ED. REV	38302	8
	✓	Self-Study	CLAIMS - COVERAGE VERIFICATION REV	38303	9
	✓	Self-Study	CLAIMS: HOMEOWNERS COVERAGES REV	38296	10
	✓	Self-Study	CLAIMS : LEVEL ONE REV	38295	8
	✓	Self-Study	CLAIMS MADE - BASICS REV	38304	4
	✓	Self-Study	CLAIMS MADE- PROBLEMS REV	38305	4
	✓	Self-Study	COMMERCIAL PROPERTY PROGRAM- 00 ED REV	38294	5
	✓	Self-Study	ERRORS & OMISSIONS - LOSS CONTROL REV	38293	4
\checkmark	✓	Self-Study	ETHICS/ CONSUMER PROTECTION REV	38285	6
	✓	Self-Study	HOMEOWNERS POLICY - 1991 ED REV	38284	5
	✓	Self-Study	INTRO. TO COMMERCIAL LIABILITY-'95 ED.(REV)	38482	6
	✓	Self-Study	INTRODUCTION TO COMMERCIAL PROPERTY REV	38282	4
\checkmark	✓	Self-Study	INTRODUCTION TO INSURANCE REV	38281	4
\checkmark		Self-Study	INTRODUCTION TO LIFE INSURANCE REV	38280	4
\checkmark		Self-Study	LIFE INSURANCE PRODUCTS REV	38279	12
	✓	Self-Study	MEDICARE- L.T.H.C 03 EDITION REV	38278	6

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Continuing Education Courses Providers Offering Courses Open to the Public

0445 IGS EDUCATIONAL SOFTWARE

1200 LAKE AIR DR. #227 P.O. BOX 21777 WACO, TX 76710

Contact: GENE BENTHUL

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
	Self-Study	PERSONAL AUTO POLICY-1998 ED.	38276	6
	Self-Study	PERSONAL LINES ENDORSEMENTS - 97 ED REV	38275	5
	Self-Study	RESULTS THROUGH RISK MGMT REV	38274	4
	Self-Study	WORKER'S COMPENSATION - 96 ED. REV	38273	7

0675 IMPERIAL A.I. CREDIT COMPANIES

101 HUDSON STREET 33RD & 34TH FLOORS JERSEY CITY, NJ 07302

Contact: MARY REILLY

at: (201) 637-5400

at: (800) 299-5577

Instruction		Course	
Life HIth P&C Method	Course Name	ID	Hours
✓ Classroom	PREMIUM FINANCE	40537	3

0044 INFINISOURCE

15 E. WASHINGTON STREET POST OFFICE BOX 889 COLDWATER, MI 49036

Contact: CINDY MOWREY at: (517) 278-6384

Life HIth P&C	nstruction Method	Course Name	Course ID	Hours
	Classroom	COBRA UPDATE SEMINAR (REV)	38688	4
	Classroom	CONSUMER DRIVEN HEALTH CARE	40239	4
	Classroom	CONSUMER DRIVEN HEALTH CARE REV	41491	2
\checkmark \checkmark \bigcirc	Classroom	HIPAA PRIVACY	38588	2
	Classroom	HRA PRESENTATION	38448	2

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Providers Offering Courses Open to the Public

0528 ING USA Annuity and Life Insurance Co.

909 LOCUST STREET DES MOINES, IA 50309

Contact: DEBBIE MARMON at: (515) 698-6964

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark		Classroom	"A" IS FOR ANNUITIES	39345	2
\checkmark		Classroom	457 PLAN ROLLOVERS REN	41351	2
\checkmark		Classroom	ADDRESSING THE PRESS	39340	1
\checkmark		Classroom	ADVANCED RISK MANAGEMENT	41182	1
\checkmark	✓	Classroom	ALL STAR STRATEGIES	37612	1
\checkmark		Classroom	AN INTRODUCTION TO SINGLE PREMIUM IMM ANNUITI	39338	1
\checkmark		Classroom	ANNUITIES AND VOLATILE MARKETS	39343	1
\checkmark		Classroom	CAPITAL PRESERVATION	41183	1
\checkmark	✓	Classroom	CASH FLOW PLANNING (1 HOUR)	38075	1
\checkmark		Classroom	CREATING A LASTING LEGACY STRETCH REN	40489	2
\checkmark	✓	Classroom	ECONOMIC REVIEW AND OUTLOOK (1 HOUR)	37973	1
\checkmark		Classroom	HEIR TODAY, GONE TOMORROW REN	41352	1
\checkmark		Classroom	INDEX ANNUITIES	39344	1
\checkmark		Classroom	INTERNAL REVENUE CODE SECTION 72	39339	2
\checkmark	✓	Classroom	INVESTMENT STRATEGIES/ A CHANGING	37364	1
\checkmark	✓	Classroom	JUST THE FACTS ON ANNUITY TAX (1 HOUR)	38074	1
\checkmark		Classroom	ROADMAP TO SMALL BUSINESS RETIREMENT PLANS	39341	2
\checkmark		Classroom	SPEAKING OF SUITABILITY	41414	1
\checkmark	✓	Classroom	SUCCESSFUL ANNUITY CONTRACT STRUCTURING (1HR)	37974	1
\checkmark		Classroom	THE EVOLUTION OF VARIABLE ANNUITIES REN	40490	1
\checkmark		Classroom	THE SAVVY INVESTOR	40377	1
\checkmark		Classroom	UNCOVER HIDDEN ROLLOVER ASSETS (1 HOUR)	39490	1
\checkmark		Classroom	UNDERSTANDING TAX SHELTERED ANNUITIES	39337	2
✓		Classroom	VARIABLE ANNUITY DISCUSSION	39342	1

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Continuing Education Courses Providers Offering Courses Open to the Public

0102 INSTITUTE OF BUSINESS AND FINANCE

7911 HERSCHEL AVENUE SUITE 201 LA JOLLA, CA 92037

Contact: AMANDA PARHAM at: (800) 848-2029

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
✓ □	Self-Study	CERTIFIED FUND SPECIALIST 2004	41214	30

0420 **INSUR`ED**

33-41 NEWARK ST., 2ND FL HOBOKEN, NJ 07030

Contact: ANNA KELLEY

at: (201) 526-1231 ext 1276

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
	Classroom	YOUR RESPONSIBILITY TO ENGAGE THE	39301	2

0160 INSURANCE EDUCATORS, INC.

10466 TOMKINSON DR. SCOTTS, MI 49088

Contact: JANET K. HOLSTINE at: (269) 323-2042

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark \checkmark	Classroom	AGENCY OPERATIONS REV	40301	3
\checkmark	Classroom	AGENTS RESPONSIBILITIES REV	40300	2
✓	Classroom	ANNUITIES (REV)	38467	2
	Classroom	BUSINESS IN THE HOME REV	39767	2
✓	Classroom	BUSINESS NEEDS - L&H REV	39008	4
	Classroom	BUSINESSOWNERS' POLICY	40474	4
	Classroom	COMMERCIAL PROPERTY REV	39007	4
	Classroom	CONCERNS IN PL	37522	4
\checkmark	Classroom	CURRENT LEGISLATIVE ISSUES	38837	2
\checkmark	Classroom	E & O RISK MANAGEMENT REV	41458	4
\checkmark	Classroom	E&O LOSS CONTROL 2004 REV	40033	4
	Classroom	EDUCATING THE PC CONSUMER REV	40299	4

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0160 INSURANCE EDUCATORS, INC.

10466 TOMKINSON DR. SCOTTS, MI 49088

Contact: JANET K. HOLSTINE at: (269) 323-2042

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
	✓	Classroom	ESSENTIALS OF HEALTH, DI, GROUP INS.	37523	4
\checkmark		Classroom	ESSENTIALS OF LIFE INSURANCE REN	41457	4
\checkmark		Classroom	ETHICAL PRACTICES IN LIFE INSURANCE REV	40805	2
\checkmark	\checkmark	Classroom	ETHICS & SOCIAL RESPONSIBILITY REV	39464	1
\checkmark	\checkmark	Classroom	ETHICS IN INSURANCE	39768	3
\checkmark	\checkmark	Classroom	ETHICS; EARNING THE PUBLIC TRUST REV	41459	3
\checkmark	\checkmark	Classroom	FINANCE FOR INSURANCE PROFESSIONALS	40298	4
\checkmark	\checkmark	Classroom	FINANCIAL FITNESS FOR YOUR BUSINESS	40476	1
	✓	Classroom	FLOOD INSURANCE	38463	3
\checkmark		Classroom	FOCUSED CLIENT PLANNING	38459	3
	✓	Classroom	HEALTH INSURANCE (REV)	38462	3
\checkmark	\checkmark	Classroom	INDENTITY THEFT	40477	2
\checkmark	✓	Classroom	INS 22-LH	39764	5
	✓	Classroom	INS 22-PC	39765	15
\checkmark	✓	Classroom	LIFE & DI FOR COMMERCIAL CLIENTS	38461	3
\checkmark		Classroom	LIFE NEEDS - COMMERCIAL CLIENTS	40804	3
\checkmark	✓	Classroom	MANAGING CUSTOMER INFORMATION	40558	4
	✓	Classroom	MARINA OPERATIONS/BOAT DEALERS REN	41200	4
	✓	Classroom	MEDICARE, SUPPLEMENTS & LTC	40803	2
	✓	Classroom	MICHIGAN NO-FAULT REV	40345	2
	✓	Classroom	MIDWEST AGRIBUSINESS CONFERENCE	41033	12
	✓	Classroom	PC UNDERWRITING PRACTICES (REV)	38693	2
\checkmark		Classroom	PLANNED GIVING AND ESTATE TAXES	40797	3
	✓	Classroom	PRACTICAL YACHT INSURANCE REV	41292	4
\checkmark	✓	Classroom	PREVENTING E & O LOSSES	38460	2
	✓	Classroom	READING PL POLICIES	39126	3
\checkmark	✓	Classroom	SCOPE OF E&O COVERAGE	40559	1
\checkmark	✓	Classroom	SERVICING THE CUSTOMER 2003 (REV)	38692	1
	✓	Classroom	SPARKLE BROS; A PC UND. CASE STUDY	38836	2
	$\boxed{\hspace{1.5cm}}$	Classroom	THE SAMPSONS-PL CASE STUDY REV	39766	2

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0160 INSURANCE EDUCATORS, INC.

10466 TOMKINSON DR. SCOTTS, MI 49088

Contact: JANET K. HOLSTINE at: (269) 323-2042

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	UNCOVERING HOME BUSINESS EXPOSURES	40560	2
	Classroom	UNDERSTANDING THE NO-FAULT ENDORSEMENT AND LA	41201	3
	Classroom	UNDERWRITING CASE STUDY	38085	4
✓	Classroom	UNDERWRITING PROCESS-LH	39762	2
	Classroom	UNDERWRITING PROCESS-PC	39763	4
\checkmark	Classroom	UNFAIR DISCRIMINATION IN UNDERWRITING REV	39465	1
	Classroom	WATERCRAFT REV	39466	2

0499 INSURANCE STUDY.COM

500 LAKE COOK ROAD SUITE 270

DEERFIELD, IL 60015

Contact: ED ZUREK at: (847) 562-4840

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Self-Study	ADVANCED ERRORS & OMISSIONS INSURANCE REV	39860	15
	Self-Study	AUTO INSURANCE	39304	15
✓	Self-Study	CHARITABLE REMAINDER TRUSTS REV	39859	15
✓	Self-Study	EQUITY INDEX ANNUITIES REV	39856	15
	Self-Study	ERRORS & OMISSION INSURANCE-AN INTRO	39855	15
✓	Self-Study	ESTATE PLANNING REV	39861	15
✓ ✓	Self-Study	ETHICS FOR INSURANCE PROFESSIONALS REV	39854	15
✓ ✓	Self-Study	ETHICS IN BUSINESS	39303	15
	Self-Study	HOMEOWNERS INSURANCE	39302	15
	Self-Study	HOMEOWNERS INSURANCE COVERAGE REV	39853	15
	Self-Study	INSURANCE FRAUD REV	39852	15
	Self-Study	INTRODUCTION TO MANAGED CARE REV	39864	15
✓	Self-Study	LIFE & HEALTH INSURANCE CONCEPTS REV	39857	15
	Self-Study	LONG TERM CARE INSURANCE REV	39869	15
✓ ✓	Self-Study	MARKET CONDUCT & AGENT BLUNDERS	39866	15

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Continuing Education Courses Providers Offering Courses Open to the Public

at: (847) 562-4840

0499 INSURANCE STUDY.COM

500 LAKE COOK ROAD

SUITE 270

DEERFIELD, IL 60015

Contact: ED ZUREK

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Self-Study	MEDICAID AND LONG TERM CARE INSURANCE	39865	5
	Self-Study	MOLD-THE NEXT ASBESTOS?	40934	15
	Self-Study	PERSONAL AUTOMOBILE INSURANCE REV	39851	15
✓	Self-Study	PRINCIPLES AND BASICS OF ANNUITIES REV	39870	15
	Self-Study	PRIVATE HEALTH INSURANCE REV	39867	5
	Self-Study	PROPERTY & CASUALTY CONCEPTS REV	39850	15
	Self-Study	PROTECTING YOUR BUSINESS REV	39862	15
	Self-Study	TERRORISM	40411	15
✓	Self-Study	UNDERSTANDING ANNUITIES AND MUTUAL FUNDS	39868	15
	Self-Study	UNDERSTANDING LIABILITY COVERAGE REV	39849	15
	Self-Study	UNDERSTANDING LONG TERM CARE INSURANCE	39863	15
	Self-Study	UNDERWRITING PRINCIPLES REV	39848	15
✓	Self-Study	VARIABLE INSURANCE PRODUCTS REV	39858	15
	Self-Study	WORKERS COMPENSATION REV	39847	15

0011 INT'L FOUNDATION/EMPLOYEE BENEFITS

18700 W. BLUEMOUND RD.

BOX 69

BROOKFIELD, WI 53008-0069

Contact: Lyn Petterson at: (262) 786-6710 ext 8501

	Instruction		Course	
Life HIth P&C	Method	Course Name		Hours
	Classroom	2004 (50th) ANNUAL EMPLOYEE BENEFITS CONFEREN	40530	12
✓	Self-Study	CEBS COURSE 1-EMPLOYEE BENEFITS: CONCEPTS/HEA	39156	24
✓	Self-Study	CEBS COURSE 2-EMPLOYEE BENEFITS: DESIGN, ADMI	39157	24
✓ ✓	Self-Study	CEBS COURSE 3-RETIREMENT PLANS: BASIC FEATURE	39158	23
✓	Self-Study	CEBS COURSE 4-RETIREMENT PLANS: DEFINED BENEF	39159	22
✓	Self-Study	CEBS COURSE 7-ASSET MANAGEMENT	39160	24

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0011 INT'L FOUNDATION/EMPLOYEE BENEFITS

18700 W. BLUEMOUND RD.

BOX 69

BROOKFIELD, WI 53008-0069

Contact: Lyn Petterson at: (262) 786-6710 ext 8501

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Self-Study	CEBS COURSE 8-HUMAN RESOURCES AND COMPENSATIO	39161	24
✓	Self-Study	CEBS COURSE 9-HEALTH ECONOMICS	39162	24
✓	Classroom	CHOICE BASED BENEFITS	39594	15
✓	Self-Study	COMP 1-COMPENSATION CONCEPTS AND PRINCIPLES	38468	24
✓	Self-Study	COMP 2 - EXECUTIVE COMPENSATION AND COMPENSAT	39489	24
✓	Self-Study	PERSONAL FINANCIAL PLANNING 1-CONCEPTS	39163	24
✓	Self-Study	PERSONAL FINANCIAL TRAINING 2: TAX AND ESTATE	39164	24

0135 INT'L RISK MANAGEMENT INSTITUTE INC.

12222 MERIT DRIVE SUITE 1450

DALLAS, TX 75251

Contact: MAUREEN MCLENDON at: (972) 960-7693

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	CAPTIVES BUILT TO LAST	39842	12
	Classroom	CRC 23 - MONDAY	38783	6
	Classroom	CRC 23 - THURSDAY	38786	3
	Classroom	CRC 23 - TUESDAY	38784	6
	Classroom	CRC 23 - WEDNESDAY	38785	6
	Classroom	CRC 24 - MONDAY	40840	6
	Classroom	CRC 24- TUESDAY	40841	6
	Classroom	CRC 24-THURSDAY	40843	3
	Classroom	CRC 24-WEDNESDAY	40842	6
	Classroom	TECH-eRISK 2004	40430	12

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0619 J & L RESTORATION AND CLEANING

7636 NORTHPORT DRIVE LANSING, MI 48917

Contact: HENRY LORIA at: (517) 322-3000

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours	
	Classroom	WATER DAMAGE RESTORATION	37699	5	
0265 J M WILSON					

8036 MOORSBRIDGE ROAD PORTAGE, MI 49002-4037

Contact: CATHY BALDWIN

at: (800) 282-8113

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
	Classroom	PROFESSIONAL LIABILITY CE SEMINAR	37361	3

0658 JEL INSTITUTE

2224 AIRPORT BLVD W. COLUMBIA, SC 29170

Contact: NANCY GOLD at: (803) 791-5517

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Self-Study	ADVANCED P&C: A STUDY OF COMMERCIAL PROP	39784	14
✓	Self-Study	ANNUITIES & OTHER VARIABLE PRODUCTS	39788	14
✓	Self-Study	BUSINESS CONCEPTS	39786	6
	Self-Study	COMMERCIAL PROPERTY REV	39789	9
	Self-Study	COVERAGE FOR WHERE YOU LIVE	39785	10
\checkmark	Self-Study	LAW, ETHICS & CONTRACTS	39780	4
✓	Self-Study	LIFE & HEALTH BASIC	39782	9
✓	Self-Study	PERSPECTIVE ON BUSINESS	39787	19
	Self-Study	PROPERTY & CASUALTY BASIC	39783	9

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Continuing Education Courses Providers Offering Courses Open to the Public

0558 JEROME P REIF

5260 OVERHILL DRIVE SAGINAW, MI 48603

Contact: JEROME P REIF

at: (989) 790-1461

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
	Classroom	CHOOSING THE RIGHT BUSINESS ENTITY	39585	1
✓	Classroom	ESTATE ADMINISTRATION	39452	1
✓	Classroom	ESTATE PLAN REVIEW (REV)	38343	3

0649 LAWRENCE TECHNOLOGICAL UNIVERSITY

DIV OF CONT ED AND PROFESS DEV 21000 WEST 10 MILE RD SOUTHFIELD, MI 48075

Contact: MICHELE VANOOTIGHEM at: (248) 204-4020

	LIIII DOO	Instruction Method		Course	
LITE	Hith P&C	wethou	Course Name	ID	<u>Hours</u>
	✓	Classroom	AIC33 THE CLAIMS ENVIROMENT	39433	24
	✓	Classroom	AIC35 PROPERTY LOSS ADJUSTING	39431	26
	✓	Classroom	AIC36 LIABILITY CLAIM PRACTICES	39430	26
	✓	Classroom	BUSINESS & FINANCIAL ANALYSIS	39438	30
	✓	Classroom	COMMERCIAL LIABILITY RISK MGMT. INS	39435	30
	✓	Classroom	COMMERCIAL PROP RISK MGT INS	39437	30
	✓	Classroom	ESSENTIALS OF RISK CONTROL	39446	26
	✓	Classroom	ESSENTIALS OF RISK MANAGEMENT	39445	26
	✓	Classroom	FOUNDATIONS OF RISK MANAGEMENT, INS.	39440	30
	✓	Classroom	INS22 PERSONAL INSURANCE	39427	24
	✓	Classroom	INS23 COMMERCIAL INSURANCE	39426	24
	✓	Classroom	INSURANCE OPER REGULATIONS ACCTNG.	39441	30
	✓	Classroom	INTRO TO PROPERTY/LIABILITY INS	39429	20
	✓	Classroom	LEGAL ENVIRONMENT-RISK MANAGEMENT	39443	30
	✓	Classroom	PERSONAL RISK MANAGEMENT/P/L INS	39434	30
	$\boxed{\hspace{0.1in}}$	Classroom	PROPERTY & LIABILITY INS PRINCIPLES	39428	20
	$\boxed{\hspace{0.1in}}$	Classroom	RISK FINANCING	39444	26
	✓	Classroom	WORKERS COMP & BODILY INJURY CLAIMS	39432	26

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0427 LEAP SYSTEMS INC.

C/O SAENGER CONSULTING GROUP 6 VILLAGE ROAD, PO BOX 350 WATERVILLE VALLEY, NH 03215

Contact: CHERYL J SAENGER at: (603) 236-3300

Instruction		Course		
Life HIth P&C	Method	Course Name	ID	Hours
✓	Classroom	LEAP SYMPOSIUM REV	38249	21

0029 LINCOLN NATIONAL LIFE INS. CO.-CONNECTICUT

350 CHURCH STREET

MLB1

HARTFORD, CT 06103

Contact: PATRICK J CAULFIELD at: (860) 466-2524

Life HIth P8	Instruction C Method	Course Name	Course ID	Hours
Life Illui I o		Course Name		Hours
✓	Classroom	AL VARIABLE ANNUITIES	39277	2
✓	Classroom	CUTTING EDGE ESTATE PLANNING ADVANCED	39280	1
✓	Classroom	ESTATE PLANNING FOR RETIREMENT PLANS	39281	1
✓	Classroom	GIFTING CONSIDERATIONS	39282	1
✓	Classroom	INCOME STRATEGIES WITH ANNUITIES	39278	1
✓	Classroom	MANAGING THE BUSINESS OF LIFE	39284	1
✓	Classroom	PREMIUM FINANCING	40794	1
✓	Classroom	SUPPLEMENTAL RETIREMENT PLAN FOR AFFLUENT CLI	39286	1
✓	Classroom	THE NEED FOR ESTATE PLANNING	39285	1
✓	Classroom	WHAT'S HOT WHAT'S NOT	39288	1

0194 LOMA/FLMI INSURANCE EDUCATION PROGRAM

2300 WINDY RIDGE PARKWAY SUITE 600

ATLANTA, GA 30339

Contact: TAMSEN A PEARSALL

at: (770) 951-1770 ext 646

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Self-Study	(BIC 110) BANK INSURANCE COMPLIANCE:FUNDAMENT	40844	5
✓	Self-Study	HOW INSURANCE COMPANIES MAKE MONEY	40848	3

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Continuing Education Courses Providers Offering Courses Open to the Public

0194 LOMA/FLMI INSURANCE EDUCATION PROGRAM

2300 WINDY RIDGE PARKWAY SUITE 600

ATLANTA, GA 30339

Contact: TAMSEN A PEARSALL

at: (770) 951-1770 ext 646

at: (715) 833-3940

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Self-Study	INTRO TO ANNUITIES 2004	40847	2
	Self-Study	INTRO TO LIFE INSURANCE 2004	40846	3
	Self-Study	INTRO TO REGULATORY COMPLIANCE	40845	5
	Self-Study	INTRO TO UNDERWRITING 2004	40850	2
	Self-Study	REINSURANCE BASICS 2004	40849	2

0320 LORMAN BUSINESS CENTER, INC.

P.O. BOX 509

2510 ALPINE ROAD

EAU CLAIRE, WI 54702-0509

Contact: KARI J. CAMPBELL

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	ADVANCED WORKERS COMPENSATION	41103	7
	Classroom	CLOSELY HELD CORPORATIONS: TAX ISSUES	38925	8
	Classroom	CONSTRUCTION, INSURANCE, BONDING AND LIENS IN	41293	8
	Classroom	EFFECTIVE QUALITY CONTROL: INCREASING PROJECT	40501	8
	Classroom	FUND OF AN EFFECTIVE COMMERCIAL INS	37582	7
✓	Classroom	GOODBYE MEDICAL SAVINGS ACCOUNTS, HELLO HEALT	40415	8
✓	Classroom	GREAT LAKES FEDERAL TAX INSTITUTE DAY 1	41450	8
	Classroom	KEEPING A PULSE ON YOUR EMPLOYEE BENEFIT PACK	40448	8
✓	Classroom	MEDICAID AND ELDER LAW ISSUES REV	40908	8
	Classroom	MOLD, ASBESTOS AND TOXIC EXPOSURE C	39587	7
✓	Classroom	SECTION 125 CAFETERIA PLANS	37874	8
	Classroom	SOLVING WATER AND MOLD PROBLEMS	37794	7
	Classroom	WORKERS' COMPENSATION	41294	7

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0655 MARKETSHARE FINANCIAL

10333 N. MERIDIAN STREET

SUITE 205

INDIANAPOLIS, IN 46290

Contact: BARBARA BRASWELL

at: (317) 578-2250 ext 2272

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
\checkmark	Classroom	FOCUS ON RETIREMENT PLANNING:412(i) DEFINED	39664	2

0132 MAROKO, LANDAU AND POSNER

31731 NORTHWESTERN HIGHWAY

SUITE 155 WEST

FARMINGTON HILLS, MI 48334-1662

Contact: MARK G. LANDAU

at: (248) 855-8808

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Classroom	CHARITABLE GIVING TECHNIQUES 2004	41433	2
	Classroom	CREATIVE USES OF LIFE INSURNCE IN ESTATE 2004	41434	2
	Classroom	ESTATE PLANNING STRATEGIES 2004	41435	3
	Classroom	FAMILY PARTNERSHIPS AND LLCs IN ESTATE 2004	41436	2
	Classroom	IS YOUR BUY/SELL AGREEMENT EFFECTIVE 2004	41437	3
	Classroom	WHO SHOULD BE THE BENEFICIARY OF YOUR IRA?	41438	3
	Classroom	YOUR CLIENT DIED-NOW WHAT? 2004	41439	3

0357 MAYER FINANCIAL SERVICES, INC

6815 MINNOW POND DRIVE WEST BLOOMFIELD, MI 48322

Contact: JOHN E. MAYER at: (800) 452-4983

	struction Method	Course Name	Course ID	Hours
Cla	assroom LIFE SE	TTLEMENTS A TO Z	40669	1

Continuing Education Courses Providers Offering Courses Open to the Public

0007 MICHIGAN ASSN OF INSURANCE AGENTS

1141 CENTENNIAL WAY P.O. BOX 80620 LANSING, MI 48908-0620

Contact: KARI QUIMBY TIMMER at: (517) 323-9473 ext 1213

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark	✓	Classroom	A TRADITION OF ETHICS	39014	3
		Classroom	AAI 81A	40311	8
	✓	Classroom	AAI 81B	40310	8
	✓	Classroom	AAI 81C	40309	8
	✓	Classroom	AAI 82A	40308	8
		Classroom	AAI 82B	40307	8
		Classroom	AAI 82C	40306	8
\checkmark	✓	Classroom	AAI 83A	40305	8
\checkmark	\checkmark	Classroom	AAI 83B	40303	8
\checkmark	\checkmark	Classroom	AAI 83C	40304	8
	✓	Classroom	ACE INSURA: CLAIMS DETECTIVE	39013	3
	✓	Classroom	BASICS OF FLOOD INSURANCE REN	41153	4
\checkmark	\checkmark	Classroom	BEST PRACTICES: E & O LOSS CONTROL REV	38922	6
	✓	Classroom	BEYOND ACV & REPLACEMENT COST	39018	3
\checkmark		Classroom	BOOMER ALTERNATIVES	39012	3
	✓	Classroom	BUSINESS INCOME COVERAGE SEMINAR	39522	4
\checkmark	\checkmark	Classroom	CIVIL LIABILITY OF INSURANCE AGENTS REV	39702	1
	✓	Classroom	CLIENT SERVICE IN AN AUTOMATED AGENCY	40983	2
\checkmark	\checkmark	Classroom	DUTY TO THE PROSPECTIVE INSURED 2004	40759	1
	✓	Classroom	ENVIROMENTAL LIABILITY INSURANCE	41279	6
	✓	Classroom	EPL:THE LAST TEN YEARS	41471	4
\checkmark	\checkmark	Classroom	ETHICS & OUR INDUSTRY	39484	2
	✓	Classroom	HIPPA & FCRA	39015	3
	✓	Classroom	HOT TOPICS IN COMMERCIAL LINES	40982	3
	✓	Classroom	HOW TO HANDLE SMALL COMMERCIAL ACCOUNTS	41472	4
	✓	Classroom	INSURANCE ADVENTURES OF JACK & JILL SMITH	39016	3
\checkmark	\checkmark	Classroom	INSURANCE LICENSING ISSUES 2004	41473	2
		Classroom	INTRO TO WORKERS' COMP INSURANCE	39521	4
\checkmark	\checkmark	Classroom	LITIGATING THE E & O CLAIM	40757	1
	✓	Classroom	LTC IN ADVANCED PLANNING	41029	3

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at: (517) 323-9473

ext 1213

0007 MICHIGAN ASSN OF INSURANCE AGENTS

1141 CENTENNIAL WAY P.O. BOX 80620 LANSING, MI 48908-0620

Contact: KARI QUIMBY TIMMER

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	MERGERS, ACQUISITIONS & PERPETUATION	41032	3
	Classroom	PERSONAL LINES QUESTIONNAIRE	39524	3
	Classroom	PERSONAL LINES: HIT OR MYTH	40981	3
✓	Classroom	REGULATIONS GONE WILD	40344	1
✓	Classroom	RISK MANAGEMENT FOR YOUR AGENCY	39374	4
✓	Classroom	SPECIAL PROBLEMS	39703	1
✓ ✓	Classroom	STANDARD OF CARE- AGENTS & BROKERS	39704	1
✓	Classroom	TECHNICALITIES OF PC COUNSELING	40159	3
	Classroom	THE ADDITIONAL INSURED DILEMMA	39523	4
✓ ✓	Classroom	THE AGENT-INSURER RELATIONSHIP	39701	1
	Classroom	THE MOLDY TRUTH	41474	4
✓ ✓	Classroom	THE NEXT LEVEL	39017	2
	Classroom	THE VU'S ROCK & ROLL TOP 20	41475	3
	Classroom	TO ENDORSE OR NOT TO ENDORSE	41476	4
	Classroom	UNDERSTANDING FRAUD	40758	3
✓ ✓	Classroom	WHAT IS E & O?	39373	4

0477 MONEY FOUNDATION ACADEMY (THE)

C/O MOONEY FINANCIAL SERVICES, INC 100 W. OLD WILSON BRDG. RD. STE.101 WORTHINGTON, OH 43085

Contact: ALAN K. MOONEY at: (614) 436-3555

Instruction		Course	
Life HIth P&C Metho	od Course Name	ID	Hours
✓ Classroo	om UNDERSTANDING VARIABLE ANNUITIES REV	38648	2

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Continuing Education Courses Providers Offering Courses Open to the Public

0014 NATIONAL ALLIANCE-INSURANCE EDUCATION/RESEARCH

3630 NORTH HILLS DRIVE

P.O. BOX 27027

AUSTIN, TX 78755-2027

Contact: THERESA BUCEK at: (800) 633-2165 ext 186

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	2005 PRACTICE OF RISK MANAGEMENT	41359	20
✓ ✓	Classroom	AGENCY OPERATIONS 2004	39539	7
✓ ✓	Classroom	CIC AGENCY MANAGEMENT INSTITUTE REV	40389	20
	Classroom	COMMERCIAL CASUALTY INSTITUTE REV	37838	20
	Classroom	COMMERCIAL PROPERTY INSTITUTE REV	37840	20
\checkmark \checkmark	Self-Study	INSURING AGENCY OPERATIONS WBT REV	37826	8
	Classroom	INSURING COMM CASUALTY EXPOSURES REV	37845	7
	Self-Study	INSURING COMM PROPERTY EXP WBT REV	37827	7
	Classroom	INSURING COMM PROPERTY EXPOSURES REV	37843	7
	Self-Study	INSURING COMMERCIAL CASUALTY EXP. (WBT)	39997	8
	Self-Study	INSURING PERSONAL AUTO EXPOSURES (WBT) 2004	41072	8
	Classroom	INSURING PERSONAL AUTO EXPOSURES REV	37844	7
	Self-Study	LEGAL & ETHICAL REQUIREMENTS OF INSURANCE PRO	40000	4
✓	Classroom	LIFE & HEALTH INSTITUTE REV	37839	20
	Classroom	PERSONAL LINES INSTITUTE REV	37841	20
	Classroom	PRACTICE OF RISK MANAGEMENT 2004	39954	20
	Classroom	TNA SCHOOL FOR PRODUCER DEVELOPMENT REV	37842	30

0188 NATIONAL ASSN OF INSURANCE WOMEN

1847 E 15TH ST. TULSA, OK 74104

Contact: TRISH NIPPER at: (800) 766-6249

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark \checkmark	Classroom	3 STEPS TO E&O RISK MANAGEMENT	40029	4
	Classroom	CYBERCRIME: THE HIDDEN EXCLUSIONS	39650	6

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Continuing Education Courses Providers Offering Courses Open to the Public

0664 NATIONAL ASSOCIATION OF ALTERNATIVE BENEFIT CONSULTANTS, INC

435 PENNSYLVANIA AVE GLEN ELLYN, IL 60137

Contact: HARVEY R RANDECKER at: (800) 627-0552

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	CHARTERED BENEFIT CONSULTANT	40143	15

0683 NATIONAL INSTITUTE OF CERTIFIED ESTATE PLANNERS

215 W SYCAMORE STREET KOKOMO, IN 46901

Contact: ROBERT MILLER

at: (765) 457-1812

ext 2197

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
✓	Self-Study	CERTIFIED ESTATE PLANNER	41100	24

0179 NATIONAL UNDERWRITER CO.

P O BOX 14769

CINCINNATI, OH 45250

Contact: ANNE MCCAUSLIN at: (800) 544-0620

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Self-Study	403(B) TAX SHELTERED ANNUITIES REV	38048	11
	Self-Study	ALL ABOUT MEDICARE REV	38033	13
	Self-Study	BUSINESS AUTO POLICY EXPLAINED (REV)	38697	17
	Self-Study	BUSINESS AUTO POLICY REV	38241	5
	Self-Study	BUSINESSOWNERS POLICY, 2ND EDITION REV	38239	13
	Self-Study	CGL EXPLAINED (REV)	38696	19
	Classroom	CLAIMS FRAUD:FOCUS ON TECHNOLOGY ROLE	40992	1
	Classroom	CLAIMS INDUSTRY CONTRACTOR'S PERSPECTIVE-ACE	40997	1
	Self-Study	COMMERCIAL FIRE UNDERWRITING REV	38240	16
	Self-Study	COMMERCIAL PROPERTY 2ND ED.	38238	16
	Self-Study	COMMERCIAL PROPERTY EXPLAINED	38244	7
✓	Self-Study	COMPREHENSIVE BUY SELL REV	38035	9

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0179 NATIONAL UNDERWRITER CO.

P O BOX 14769 CINCINNATI, OH 45250

Contact: ANNE MCCAUSLIN at: (800) 544-0620 ext 2197

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark		Self-Study	COMPREHENSIVE DEFERRED COMP REV	38243	10
\checkmark		Self-Study	COMPREHENSIVE SPLIT DOLLAR REV	38036	21
\checkmark	✓	Self-Study	COPE EXPLAINED	37551	6
\checkmark		Self-Study	DISTRIBUTION PLANNING	38480	7
\checkmark		Self-Study	EQUITY INDEX ANNUITIES REV	38037	12
	✓	Self-Study	E-RISK: LIABILITIES IN A WIRED WORLD REV	38237	16
\checkmark		Self-Study	ESTATE PLANNING REV	38055	8
\checkmark		Self-Study	ETHICS & CUSTOMER SERVICE REV	38038	7
\checkmark	✓	Self-Study	ETHICS & THE SALE REV	38071	7
\checkmark	✓	Classroom	EXCESS VERDICT PROGRAM CAN SAVE THE DAY	40993	1
\checkmark		Self-Study	FINANCIAL PLANNING FOR BABY BOOMER CLIENT REV	38039	14
\checkmark		Self-Study	FNCL PLNG FOR OLDER CLIENT	41368	29
\checkmark		Self-Study	FOCUS ON QUALIFIED/NONQUALIFIED REV	38040	8
	✓	Self-Study	GETTING IT ISSUED REV	38043	15
\checkmark		Self-Study	GROUP LIFE INSURANCE HANDBOOK REV	38044	14
		Self-Study	HOMEOWNERS COVERAGE GUIDE, 2ND ED REV	39527	21
\checkmark	\checkmark	Classroom	IF IT AIN'T BROKE IT AIN'T BEEN USED-ACE CONF	40996	1
\checkmark	✓	Classroom	IMPROVING CLAIMS PERFORMANCE-ACE CONFERENCE	40995	1
	✓	Self-Study	INSURING THE LEASE EXPOSURE REV	38236	30
	✓	Self-Study	INSURING TO VALUE REV	38235	8
\checkmark		Self-Study	INTRO TO LONG TERM CARE INSURANCE REV	38242	8
\checkmark		Self-Study	INTRODUCTION TO ANNUITIES REV	38070	11
	✓	Self-Study	INTRODUCTION TO HOMEOWNERS REV	38069	11
\checkmark		Self-Study	INTRODUCTION TO LIFE INSURANCE REV	38056	7
\checkmark	✓	Self-Study	INTRODUCTION TO MEDICARE	37697	4
\checkmark		Self-Study	INTRODUCTION TO VARIABLE LIFE INSURANCE	41416	10
\checkmark	✓	Self-Study	LONG TERM CARE HANDBOOK, 3RD ED REV	39543	30
	✓	Self-Study	MANAGED CARE/GROUP HEALTH HNDBK REV	38068	30
\checkmark		Self-Study	MUTUAL FUND HANDBOOK REV	38045	20

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Continuing Education Courses Providers Offering Courses Open to the Public

0179 NATIONAL UNDERWRITER CO.

P O BOX 14769
CINCINNATI, OH 45250
Contact: ANNE MCCAUSUA

Contact: ANNE MCCAUSLIN at: (800) 544-0620 ext 2197

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
	✓	Self-Study	PERSONAL AUTO COVERAGE GUIDE REV	38234	15
\checkmark		Self-Study	PROFS. GUIDE TO COLLEGE PLNG. REV	38046	17
	✓	Classroom	Q & A COVERAGE INTERPRETATION	40998	1
	✓	Self-Study	SOCIAL SECURITY MANUAL REV	38047	24
\checkmark	✓	Classroom	TECHNOLOGY TRENDS LITIGATION MANAGEMENT-ACE	40994	1
\checkmark		Self-Study	THE ANNUITY HANDBOOK, 3RD EDITION	38034	12
\checkmark		Self-Study	THE ULTIMATE TRUST RESOURCE REV	38050	27
\checkmark		Self-Study	TOOLS & TECH OF CHARITABLE PLNG REV	40155	18
\checkmark		Self-Study	TOOLS & TECH OF EMPL BEN & RET. PLNG 8TH	39175	30
\checkmark		Self-Study	TOOLS & TECH OF ESTATE PLANNING,13 REV	41093	30
\checkmark		Self-Study	TOOLS & TECH OF FINANCIAL PLNG 7 ED REV	41369	30
\checkmark		Self-Study	TOOLS & TECH OF LIFE INS PLNG, 3RD REV	41213	30
	✓	Self-Study	TOOLS & TECH OF RISK MANAGEMENT	37581	30
\checkmark		Self-Study	TOOLS/TECH OF FINANCIAL PLANNING, 6TH ED REV	40761	30
\checkmark		Self-Study	TOOLS/TECH OF LIFE INS. PLNG.	38049	30
\checkmark		Self-Study	TOOLS/TECHOF EMPLOYEE BENEFIT & RETIRE REV	38698	30
\checkmark		Self-Study	ULTIMATE IRA RESOURCE REV	39761	25
\checkmark	✓	Self-Study	VARIABLE ANNUITIES REV	38051	5
\checkmark		Self-Study	VARIABLE LIFE ESSENTIALS REV	38052	8
	✓	Self-Study	WINNING BY THE RULES (REV)	38695	16
	✓	Self-Study	WORKERS COMPENSATION EXPLAINED REV	39923	6
\checkmark		Self-Study	WORKING WITH LLCS & FLPS	38054	14
✓		Self-Study	WORKING WITH S CORPORATIONS REV	38053	14

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Continuing Education Courses Providers Offering Courses Open to the Public

0315 NFC CONSULTING

101 N. WACKER DRIVE #1500

CHICAGO, IL 60606

Contact: JOANNE HYTKEN

at: (312) 263-5364

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
	Self-Study	ADVANCED ANNUITY PLANNING CONCEPTS	39836	15
	Self-Study	ANNUITIES ESSENTIALS	39492	13
✓	Self-Study	IRA GOLDBOOK	39493	8
✓	Self-Study	IRA PLANNING TECHNIQUES 2004	39718	2
	Self-Study	IRA's & ESTATE PLANNING	39719	1

0199 NOBLE CONTINUING EDUCATION

335 PENNBRIGHT DRIVE

SUITE 104

HOUSTON, TX 77090

Contact: Del Rundell at: (800) 275-2589 ext 521

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
	Self-Study	AGENTS DUTY REV	40633	8
	Self-Study	AUTO INSURANCE REN	41116	14
	Self-Study	BENEFIT & COMPENSATION PLANS REN	41117	12
	Self-Study	BUSINESS CONTINUATION REV	37597	7
	Self-Study	CHARITABLE TRUSTS	37598	8
	Self-Study	CHARTING YOUR FINANCIAL FUTURE	37599	14
	Self-Study	CLAIM INVESTIGATION	38086	10
	Self-Study	COMMERCIAL INSURANCE REN	41118	12
	Self-Study	COMPLETE BOOK/ LIABILITY EXPO REV	37600	7
	Self-Study	COMPREHENSIVE GUIDE TO CLAIMS REV	38635	9
	Self-Study	CONTROLLING INSURANCE LOSSES REV	40634	8
	Self-Study	ESTATE PLANNING PROCESS	38091	7
	Self-Study	FINANCIAL PLANNING	38094	11
	Self-Study	FOUNDATIONS OF FINANCIAL PLANNING	37648	8
	Self-Study	FUNDAMENTALS OF HEALTH INSURANCE	37601	9
✓	Self-Study	FUNDAMENTALS OF LIFE INSURANCE	37602	14
	Self-Study	GOVERNMENT HEALTH PLANS REV	40635	8

Continuing Education Courses Providers Offering Courses Open to the Public

0199 NOBLE CONTINUING EDUCATION

335 PENNBRIGHT DRIVE SUITE 104 HOUSTON, TX 77090

Contact: Del Rundell at: (800) 275-2589 ext 521

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
✓	✓	Self-Study	GRADING YOUR INSURANCE COMPANY REV	40636	7
\checkmark		Self-Study	GUIDE TO INT SENSITIVE LIFE PRO REV	37603	7
\checkmark	✓	Self-Study	HEALTH BASICS	38087	7
	✓	Self-Study	HOW MEDICAL INSURANCE WORKS REN	41119	14
\checkmark	✓	Self-Study	INSURANCE SOLUTIONS FOR SPECIALITY MARKET REN	41120	8
\checkmark	✓	Self-Study	INTRODUCTION TO LIFE & HEALTH INSURANCE	38089	7
\checkmark		Self-Study	KEY MAN INSURANCE REN	41121	15
	✓	Self-Study	LIABILITY CLAIMS ADJUSTING REV	38636	10
	✓	Self-Study	LIABILITY COVERAGE	38093	13
\checkmark	✓	Self-Study	LIFE & HEALTH PACKAGE I REV	38637	23
\checkmark	✓	Self-Study	LIFE & HEALTH PLANS REV	40637	6
\checkmark		Self-Study	LIFE INSURANCE	37604	10
\checkmark	✓	Self-Study	LIFE INSURANCE PRODUCTS & USES	37605	12
	✓	Self-Study	MANAGED CARE STRATEGIES	38088	10
\checkmark	✓	Self-Study	MANAGING RISKS REV	40639	7
		Self-Study	MARINE INSURANCE REN	41122	12
\checkmark		Self-Study	PENSION SOLUTIONS REN	41212	12
		Self-Study	PERSONAL PROPERTY INSURANCE REV	40641	9
\checkmark	✓	Self-Study	PLANNING FOR RETIREMENT	38095	8
\checkmark	✓	Self-Study	PLANNING FOR SENIOR NEEDS	37606	15
	✓	Self-Study	PROPERTY & CASUALTY OVERVIEW REV	40640	8
	✓	Self-Study	PROPERTY COVERAGE	38090	9
\checkmark	✓ ✓	Self-Study	PROTECTING THE CONSUMER REV	40642	8
\checkmark	✓	Self-Study	RATING INSURANCE RISKS REN	41123	10
\checkmark	✓	Self-Study	REDUCING CLIENT CONFLICT REV	40643	10
	✓	Self-Study	RESPONSIBILITIES SELLING LTC REV	40644	8
\checkmark	✓	Self-Study	RULES OF CONDUCT REV	40645	9
		Self-Study	SURETY UNDERWRITING PRACTICES REN	41124	15
\checkmark		Self-Study	TAX FAVORED PROGRAMS REV	40646	8
	✓	Self-Study	THE LONG TERM CARE MARKET REV	40638	7

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Continuing Education Courses Providers Offering Courses Open to the Public

0199 NOBLE CONTINUING EDUCATION

335 PENNBRIGHT DRIVE SUITE 104 HOUSTON, TX 77090

Contact: Del Rundell at: (800) 275-2589 ext 521

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Self-Study	UNDERSTANDING LIFE/HEALTH INSURANCE REN	41125	11
	Self-Study	USING TRUSTS IN ESTATE PLANNING REV	40647	7
	Self-Study	WORKERS COMP & EMPLOYERS LIABILITY	37607	12

0626 NOTRE DAME TAX & ESTATE PLANNING INSTITUTE

NOTRE DAME LAW SCHOOL, NOTRE DAME I 7534 OAK BLUFF c/o PROF CAMPFIELD

DALLAS, TX 75254

Contact: REGIS W CAMPFIELD

at: (972) 239-1141

Instruction			Course	
Life HIth P&C	Method	Course Name	ID	Hours
✓ □	Classroom	30TH NOTRE DAME TAX & ESTATE PLAN INST	40978	16

0158 OAKLAND UNIVERSITY

CNTR FOR EXECUTIVE/CONTINUING ED 238 ELLIOTT HALL ROCHESTER, MI 48309

Contact: LORI CROSE at: (248) 370-3128

Life HIth P&	Instruction Method	Course Name	Course ID	Hours
✓	Classroom	ESTATE/PERSONAL FINANCIAL PLANNING (REV)	38744	30
✓	Classroom	INCOME TAX/PERSONAL FINANCIAL PLANNING	38787	30
✓	Classroom	INVESTMENT/PERSONAL FINA.PLAN. (REV)	38745	30
✓	Classroom	RETIREMENT AND EMPLOYEE BENEFIT PLANNING REV	38700	28
✓ ✓	Classroom	RISK MANAGEMENT AND PERSONAL FINANCIAL PLANN	38747	30
✓	Classroom	SURVEY OF FINANCIAL PLANNING (REV)	38746	30

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Continuing Education Courses Providers Offering Courses Open to the Public

0651 PACIFIC LIFE INSURANCE

c/o Edcor 3937 Campus Drive PONTIAC, MI 48341

Contact: KELLIE MCNAMARA at: (800) 715-5853

Instruction			Course	
Life HIth P&C	Method	Course Name	ID	Hours
✓	Classroom	THE DISTRIBUTION CONTINUUM	40528	2

0670 PAUL DAVIS RESTORATION

2222 GLENDENNING ROAD SUITE 11

KALAMAZOO, MI 49001

Contact: CAREN REYNOLDS at: (269) 388-3700

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
	Classroom	APPLIED STRUCTUAL DRYING	40449	4

0360 PENN MUTUAL LIFE INSURANCE COMPANY

C/O CLIENTELL, INC. 18109 PRAIRIE AVE TORRANCE, CA 90504

Contact: MARILYN WAYNE at: (310) 921-9635

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Classroom	BUSINESS CONTINUATION WITH BUY/SELL	37936	2
	Classroom	BUSINESS KILLERS REV	37937	1
	Classroom	DEFERRED COMPENSATION PLANNING	37739	2
	Classroom	PLANNING OPPORTUNITIES WITH CRT REV	37938	2
✓	Classroom	SURVIVORSHIP STANDBY TRUST REV	37939	2

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Continuing Education Courses Providers Offering Courses Open to the Public

0009 PENTERA GROUP

5546 SHOREWOOD DRIVE INDIANAPOLIS, IN 46220

Contact: RHONDA WEAVER at: (800) 860-2387

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Self-Study	A TOTAL NEEDS APPROACH TO INS. PLANNING REV	38115	10
✓	Self-Study	ANNUITIES TRAINING REV	38116	6
✓	Self-Study	BUSINESS INSURANCE PERSPECTIVES REV	38117	15
✓	Self-Study	DISABILITY INCOME TRAINING REV	38119	10
✓	Self-Study	LONG TERM CARE MANUAL REV	38118	8
✓	Self-Study	RETIREMENT PLANNING PRINCIPLES REV	38120	13
✓	Self-Study	SECTION 403(b) COURSE REV	38121	4
	Self-Study	SINGLE NEEDS/ONLINE REV	40149	10
✓	Self-Study	TARGET ETHICS REV	38122	5
√	Self-Study	VARIABLE UNIVERSAL LIFE REV	38123	5

0550 PPG INDUSTRIES INC

PPG INDUSTRIES, INC 19699 PROGRESS DRIVE STRONGSVILLE, OH 44149

Contact: JODY BARTELL

at: (440) 572-6157

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
	Classroom	LOSS CONTROL - WINDSHIELD REPAIR	37703	2

0688 PREFERRED SYSTEMS, INC

1341 WEST 6TH STREET ERIE, PA 16505

Contact: JOSEPH LEWANDOWSKI

at: (888) 455-7437

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	CERTIFICATION PROGRAM FOR WORKERS COMPENSATIO	41392	30
	Classroom	THE MAZE OF MICHIGAN WORKERS COMPENSATION	41391	8

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Continuing Education Courses Providers Offering Courses Open to the Public

0071 PRINCIPAL MUTUAL LIFE - GROUP

711 HIGH STREET, G 15-W40 DES MOINES, IA 50392-3900

Contact: JENNIFER K BERSCH at: (877) 365-9817

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
✓	Classroom	EXECUTIVE BENEFIT PLAN ALTERNATIVES	37696	2
✓	Classroom	EXECUTIVE NONQUALIFIED EXCESS PLAN	37516	2

at: (952) 746-2580

0148 PROF. LIABILITY UNDERWRITING SOC.

5353 WAYZATA BOULEVARD

SUITE 600

MINNEAPOLIS, MN 55416

Contact: SCOTT BILLEY

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	2003 INTERNATIONAL CONFERENCE I	39082	3
	Classroom	2003 INTERNATIONAL CONFERENCE II	39083	3
	Classroom	2003 INTERNATIONAL CONFERENCE III	39081	3
	Classroom	2004 MPL SYMPOSIUM	40020	10
	Classroom	2004 PLUS INTERNATIONAL CONFERENCE I	41026	3
	Classroom	2004 PLUS INTERNATIONAL CONFERENCE II	41027	3
	Classroom	2004 PLUS INTERNATIONAL CONFERENCE III	41028	3
	Classroom	2005 PLUS D&O SYMPOSIUM I	41488	6
	Classroom	2005 PLUS D&O SYMPOSIUM II	41489	6

0412 PROFESSIONAL EDUCATION SYSTEMS INSTITUTE, LLC

P.O. BOX 1428

EAU CLAIRE, WI 54702-1428

Contact: Nikki Jackson at: (715) 833-5296

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
✓	Classroom	FEDERAL ESTATE & GIFT TAX & MI ESTA	40531	8
✓	Classroom	THE COMPLETE TRUST COURSE	40749	8

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Continuing Education Courses Providers Offering Courses Open to the Public

0203 PROFESSIONAL LIFE UNDERWRITERS SERVICES INC

20700 CIVIC CENTER DR. #240 SOUTHFIELD, MI 48076 Contact: MARIA RACINES

at: (248) 603-3628

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	19281-BASIC LIFE UNDERWRITING PRINCIPLES (REV	38704	1
	Classroom	19291- MEDICAL LIFE UNDERWRITING GUIDE (REV)	38705	1
	Classroom	19301-AN ANALYSIS OF THE BLOOD PROFILE (REV)	38703	1
	Classroom	BLOOD PROFILE AND URINALYSIS REV	39412	1
	Classroom	INSP REPORTS/FINANCIAL UNDERWRITING REV	39409	1
	Classroom	LIFE UNDERWRITING FOR OLDER AGES	37908	1
	Classroom	LTC POLICY DESIGN	40999	1
	Classroom	MED. TERM. AND READING APPS REV	39410	1
	Classroom	NON-MEDICAL IMPAIRMENTS REV	39408	1
	Classroom	THE MI BAND WRITING COVER LETTERS REV	39407	1
✓	Classroom	WHY IMPAIRMENTS MIGHT NOT GET PREF REV	39411	1

0462 PROFESSIONAL TRAINING INSTITUTION, INC.

2905 N. ST. JOSEPH AVENUE P.O. BOX 6302

EVANSVILLE, IN 47719

Contact: DEANNE BURDEN at: (812) 422-4068 ext 302

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
✓ ✓	Classroom	ETHICS FOR THE INSURANCE INDUSTRY REV	39263	4
✓	Classroom	FUNDAMENTALS OF ESTATE PLANNING	39259	8
	Classroom	INTRODUCTION TO LONG TERM CARE REV	39260	8
✓	Classroom	KNOWING THE ANNUITY PRODUCT REV	39261	8
	Classroom	LIFE OVERVIEW REV	39262	8

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Continuing Education Courses Providers Offering Courses Open to the Public

0582 PuroSystems, Inc.

6001 HIATUS ROAD SUITE 13 TAMARAC, FL 33321

Contact: JACQUI BURDO at: (800) 247-9047 ext 138

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	DEODORIZATION OF STRUCTURE & CONTENTS	38780	3
	Classroom	EMERGENCY SERVICES/MITIGATION	38779	3
	Classroom	RESIDENTIAL STRUCTURAL DRYING	38781	3

0677 **REGED, INC**.

215 SOUTHPORT DRIVE SUITE 1000 MORRISVILLE, NC 27560

Contact: Brandi Brown at: (800) 334-8322 ext 5256

		Instruction		Course	
Life	HIth P&C	Method	Course Name	ID	Hours
\checkmark		Self-Study	529 PLANS AND OTHER COLLEGE SAVINGS PROGRAMS	40601	5
\checkmark		Self-Study	ADVANCED TECHNICAL BACKGROUND FOR NEEDS	40692	9
\checkmark		Self-Study	AN OVERVIEW OF BUSINESS INSURANCE	40593	5
\checkmark		Self-Study	AN OVERVIEW OF INSURANCE PRODUCTS	40599	11
\checkmark		Self-Study	AN OVERVIEW OF QUALIFIED RETIREMENT PLANS	40696	1
\checkmark		Self-Study	ANNUITIES	40590	3
\checkmark		Self-Study	ANTI-MONEY LAUNDERING UPDATE 2004	40690	3
\checkmark		Self-Study	ASSET ALLOCATION STRATEGIES	40611	1
\checkmark		Self-Study	BUSINESS INSURANCE	41197	10
\checkmark		Self-Study	BUSINESS SUCCESSION PLANS	41342	10
	✓	Self-Study	COMMERCIAL PROPERTY INSURANCE	41375	2
\checkmark		Self-Study	CUSTOMER COMMUNICATIONS III	40780	2
\checkmark		Self-Study	DEFERRED COMPENSATION PLANS	41441	9
	✓	Self-Study	DISABILITY INCOME INSURANCE-SF	40695	5
	✓	Self-Study	DISASTER PLANNING	41376	4
\checkmark		Self-Study	DIVERSIFICATION: A STRATEGY FOR ASSET PROTECT	40691	4
\checkmark	✓	Self-Study	EMPLOYEE BENEFITS PLANS	41065	10
\checkmark		Self-Study	ESTATE PLANNING	40607	2
\checkmark		Self-Study	ETHICAL PRACTICES	40597	1

Continuing Education Courses Providers Offering Courses Open to the Public

0677 **REGED, INC.**

215 SOUTHPORT DRIVE SUITE 1000 MORRISVILLE, NC 27560

Contact: Brandi Brown at: (800) 334-8322 ext 5256

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark		Self-Study	ETHICS II 2ND EDITION	40589	2
\checkmark		Self-Study	ETHICS III: CASE STUDIES IN ETHICS AND SUITA	40612	4
\checkmark	✓	Self-Study	ETHICS IN INSURANCE	41016	10
\checkmark		Self-Study	EXECUTIVE BENEFIT PLANS	41410	9
\checkmark		Self-Study	FINANCIAL PLANNING: PRODUCTS AND PRACTICES	40591	30
\checkmark		Self-Study	FIXED AND VARIABLE ANNUITIES	40596	2
\checkmark		Self-Study	FIXED AND VARIABLE LIFE INSURANCE	40610	2
\checkmark		Self-Study	GUIDING CLIENTS THROUGH DIFFICULT MARKETS	40602	8
		Self-Study	HOMEOWNER RATING	41377	2
		Self-Study	HOMEOWNERS AND DWELLING INSURANCE	41378	12
\checkmark		Self-Study	INDIVIDUAL RETIREMENT ACCOUNTS	40595	2
\checkmark	✓ ✓	Self-Study	INFORMATION SECURITY AWARENESS	41301	3
	✓	Self-Study	INLAND MARINE INSURANCE	41379	1
\checkmark	✓	Self-Study	INSURANCE LAW	41030	10
\checkmark		Self-Study	INVESTMENT PRODUCTS GUIDE	40587	11
\checkmark		Self-Study	IRA, SEP, AND KEOGH PLANS	40608	5
	✓	Self-Study	LONG TERM CARE	40693	4
\checkmark		Self-Study	MARKET CONDUCT FOR FINANCIAL SERVICES PROFESS	40609	2
\checkmark		Self-Study	MUNICIPAL BONDS	40694	2
\checkmark		Self-Study	MUTUAL FUND MULTI-CLASS SHARES	40606	5
\checkmark		Self-Study	MUTUAL FUNDS	40594	3
\checkmark		Self-Study	MUTUAL FUNDS MULTI-CLASS SHARES: SUITABILITY	40781	4
	✓	Self-Study	PERSONAL AUTO INSURANCE BASICS	41381	1
	✓	Self-Study	PERSONAL AUTO RATING	41380	1
	✓	Self-Study	PERSONAL AUTOMOBILE INSURANCE	41382	12
	✓	Self-Study	PERSONAL UMBRELLA POLICY	41383	1
\checkmark		Self-Study	PRACTICAL ESTATE PLANNING	40603	30
\checkmark		Self-Study	PREVENTING AND DETECTING MONEY LAUNDERING 2ND	40598	4
\checkmark		Self-Study	PRINCIPLES OF ASSET ALLOCATION	40588	3

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Continuing Education Courses Providers Offering Courses Open to the Public

0677 **REGED, INC.**

215 SOUTHPORT DRIVE SUITE 1000 MORRISVILLE, NC 27560

Contact: Brandi Brown at: (800) 334-8322 ext 5256

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
	Self-Study	REPLACEMENTS, 1035 EXCHANGES, AND MUTUAL FUND	40605	4
	Self-Study	RETIREMENT PLAN ROLLOVERS	40697	4
✓	Self-Study	RETIREMENT PLANS 3RD EDITION	40586	3
	Self-Study	SARBANES-OXLEY PRIMER	40779	7
✓ □ □	Self-Study	SENIOR PROTECTION IN ANNUITY TRANSACTIONS:MOD	41302	5
	Classroom	SPLIT DOLLAR BUSINESS INSURANCE	41260	10
	Self-Study	STANDARD FIRE POLICY	41384	1
	Self-Study	TAXATION OF LIFE INSURANCE PRODUCTS-2ND EDITI	40810	1
	Self-Study	TERM INSURANCE	40592	2
	Self-Study	THE CONTRACT	41385	1
	Self-Study	TODAY'S INSURANCE PROFESSIONAL	40604	12
✓ □	Self-Study	UNAUTHORIZED INSURANCE ENTITIES	40960	2
✓	Self-Study	VARIABLE ANNUITIES AND THEIR SUITABILITY	40600	5
	Self-Study	WORKERS COMPENSATION	41386	1

0387 RELIASTAR LIFE

909 LOCUST STREET DES MOINES, IA 50309

Contact: DEBBIE MARMON at: (515) 698-6964

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	403 (b) PLANS AT A GLANCE	41184	1
	Classroom	ACCOUNTS RECEIVABLE FINANCING	38507	1
✓	Classroom	DESIGNS & TAX IMPLICATIONS OF NON-QUALIFIED	40620	1
✓	Classroom	FLEXIBLE FUNDING FOR ESTATE LIQUIDITY	38506	1
✓	Classroom	GENERATION SKIPPING WITH LIFE INSURANCE	40618	1
✓	Classroom	LEGACY PLANNING IN THE 21ST CENTURY	40615	1
	Classroom	MAXIMIZING QUALIFIED PLAN ASSETS	38504	1

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Continuing Education Courses Providers Offering Courses Open to the Public

0387 RELIASTAR LIFE

909 LOCUST STREET DES MOINES, IA 50309

Contact: DEBBIE MARMON at: (515) 698-6964

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
✓ □ □	Classroom	NON-QUALIFIED DEFERRED COMPENSATION	38505	1
	Classroom	PENSION MAXIMIZATION CONCEPT	40621	1
	Classroom	PREPARING FOR THE ROTH 403 (b)	41185	1
	Classroom	ROLLOVER VS TRANSFER	41186	1
	Classroom	SPLIT DOLLAR LOANS	40619	1
V	Classroom	THE FORGOTTEN INGREDIENT IN RETIREMENT PLANNI	40617	1
\checkmark	Classroom	THE IRA "FAMILY" TRADITIONAL ROTH & SEPS	41187	1
✓	Classroom	THE RULES,THE REQUIREMENTS- OPPORT FOR EMPLOY	41188	1
✓	Classroom	THIRTY THREE USES FOR LIFE INSURANCE	40616	1
✓	Classroom	UNDERSTANDING 457 (b) GOVERNMENTAL FORMS	41189	1

0074 RURAL COMMUNITY INSURANCE SERVICES

3501 THURSTON AVENUE ANOKA, MN 55303-1060

Contact: MARLENE C. MERTEN at: (763) 323-2118

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
	Classroom	2005 AGENT UPDATE	41140	4
	Classroom	2005 FALL MPCI UPDATE	40624	5
	Classroom	INTRODUCTION TO CROP INSURANCE	41365	4
	Classroom	SPRING UPDATE 05	41181	7

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Continuing Education Courses Providers Offering Courses Open to the Public

0679 SAFELITE GLASS CORP.

2400 FARMERS DRIVE 5TH FLOOR COLUMBUS, OH 43235

Contact: COLLEEN DUBRUL

at: (614) 210-9450

Life HIth P&C	Instruction Method	Course Name	Course	Harrina
Lile Hilli Fac		Course Name	U	<u>Hours</u>
	Classroom	INSURANCE FRAUD & HOW TO PREVENT IT	40702	2

0511 SANDI KRUISE INSURANCE TRAINING

P.O. BOX 786

BONITA, CA 91908

Contact: SANDI KRUISE at: (800) 517-7500

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
		Self-Study	BUSINESS AUTO EXPOSURES & COVERAGES	39491	5
\checkmark		Self-Study	CHARTING YOUR FINANCIAL FUTURE REV	40226	14
		Self-Study	DWELLING & HOMEOWNERS EXPOSURES & INSURANCE	38530	13
		Self-Study	FLOOD INSURANCE & RISK MGMT.	38286	6
	✓	Self-Study	INSURING EDP EQUIPMENT	37586	4
		Self-Study	INSURING HOME BASED BUSINESSES	37520	12
\checkmark	✓	Self-Study	LIFE INSURANCE PRODUCTS AND USES	37588	12
		Self-Study	PACKAGE POLICIES FOR BUSINESSES	38529	6
		Self-Study	PERSONAL AUTOMOBILE EXPOSURES & INSURANCE	38531	11
		Self-Study	PERSONAL UMBRELLA LIABILITY INSURANC	37519	15
\checkmark	✓	Self-Study	PLANNING FOR SENIOR NEEDS	38528	13
		Self-Study	SCHEDULING PERSONAL PROPERTY	37521	15
		Self-Study	SURETY BONDING	37587	11
		Classroom	WINDSHIELDS:THE INVISIBLE BARRIER BETWEEN REV	41487	4
		Self-Study	WORKERS COMP & EMP LIABILITY POLICY	37589	11

Continuing Education Courses Providers Offering Courses Open to the Public

0365 SECURITIES TRAINING CORPORATION

390 MAIN STREET SLATER BLDG SUITE 332 WORCESTER, MA 01608

Contact: JEAN M. CARTER at: (800) 782-2678 ext 204

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark		Self-Study	ANNUITY PLANS	38356	2
\checkmark		Self-Study	BUSINESS CONTINUATION	40021	3
\checkmark	✓	Self-Study	CUSTOMER COMMUNICATION-INSTITUTIONAL	40228	4
\checkmark		Self-Study	DOCUMENTATION OF CLIENT ACCOUNTS AND ORDERS	38829	3
\checkmark	✓	Self-Study	ESTATE PLANNING REV	39211	4
\checkmark		Self-Study	ETHICAL DECISION MAKING FOR FINANCIAL PROFESS	40627	4
\checkmark	✓	Self-Study	ETHICS AND CUSTOMER SERVICE REV	39212	7
\checkmark	✓	Self-Study	ETHICS AND THE REGISTERED REPRESENTATIVE	40626	3
\checkmark	✓	Self-Study	ETHICS AND THE SALE REV	39201	7
\checkmark		Self-Study	FUNDING EDUCATION - 529 PLANS REV	40520	3
\checkmark		Self-Study	LIFE INSURANCE CONCEPTS REV	40245	3
\checkmark		Self-Study	PENSION ROLLOVER TRAINING REV	40456	2
\checkmark		Self-Study	RETIREMENT DISTRIBUTION PLANNING REN	40880	19
\checkmark		Self-Study	RETIREMENT PLANNING FOR BUSINESS OWNERS REV	39203	4
\checkmark		Self-Study	RETIREMENT PLANNING REV	39202	4
\checkmark	✓	Self-Study	SELECTED HEALTH INSURANCE PRODUCTS	38063	4
\checkmark		Self-Study	SELLING SECURITIES IN A BANKING ENVIRONMENT	38828	3
\checkmark		Classroom	SERIES 6 (CLASSROOM) REV	39209	15
\checkmark		Self-Study	SERIES 6 (SELF-STUDY) REV	39207	16
\checkmark		Classroom	SERIES 63 (CLASSROOM) REV	39210	3
\checkmark		Self-Study	SERIES 63 (SELF-STUDY) REV	39199	10
\checkmark		Classroom	SERIES 65 CLASSROOM REN	40878	15
\checkmark		Classroom	SERIES 66 CLASSROOM REN	40879	7
\checkmark		Classroom	SERIES 7 (CLASSROOM) REV	39208	15
\checkmark		Self-Study	SERIES 7 (SELF-STUDY) REV	39200	20
\checkmark		Self-Study	SUITABILITY & RISK DISCLOSURE REV	39204	4
\checkmark		Self-Study	TAXATION & TAX PLANNING REV	39205	4
✓	✓	Self-Study	THE LIVING TRUST REN	41250	20
✓		Self-Study	THE ULTIMATE TRUST RESOURCE REV	38050	27
✓		Self-Study	TOOLS & TECH/FINANCIAL PLNG 7TH ED REV	41403	30

February 2, 2005

Continuing Education Courses Providers Offering Courses Open to the Public

0365 SECURITIES TRAINING CORPORATION

390 MAIN STREET SLATER BLDG SUITE 332 WORCESTER, MA 01608

Contact: JEAN M. CARTER

ıt:	(800)	782-2678	ext 204
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Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
\checkmark	Self-Study	TOOLS/TECH OF ESTATE PLANNING 13 EDITION REN	41251	30
\checkmark	Self-Study	VARIABLE ANNUITIES REV	39206	4

0581 SERVICEMASTER CLEAN

P.O. BOX 751027

FHI-1834

MEMPHIS, TN 38175-1027

Contact: Karina A Peresich

at: (901) 597-7366

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
	Classroom	MOLD REMEDIATION REV	40236	3
	Classroom	SMOKE AND ODOR DAMAGE MITIGATION REV	40237	3
	Classroom	WATER DAMAGE MITIGATION REV	40238	3

0637 SERVPRO INDUSTRIES, INC.

575 AIRPORT BLVD. GALLATIN, TN 37066

Contact: MANDI GREEN at: (615) 451-0600

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	FIRE DAMAGE RESTORATION	40870	4
	Classroom	RECOGNITION AND REMEDIATION OF MOLD	38970	3
	Classroom	RESTORATION OF SMOKE/FIRE DAMAGES	38968	4
	Classroom	RESTORATION OF WATER DAMAGES	38969	3
	Classroom	RESTORATIVE DRYING FOR LOSS CONTROL	40872	2
	Classroom	UNDERSTANDING MOLD MITIGATION 2 HR	40874	2
	Classroom	WATER DAMAGE RESTORATION	40871	4

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Continuing Education Courses Providers Offering Courses Open to the Public

0503 SHAND MORAHAN AND CO. INC

TEN PARKWAY NORTH DEERFIELD, IL 60015

Contact: CHARLES WALSTAD

at: (847) 572-6255

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Classroom	ARCHITECTS & ENGINEERS PRFSSNL LIAB	40856	3
	Classroom	INSURING TOUGH PRODUCTS ACCOUNTS	40857	3
	Classroom	LAWYERS PROFESSIONAL LIABILITY	40855	3

0019 SOCIETY OF CPCU (THE)

720 PROVIDENCE RD. P.O. BOX 3009 MALVERN, PA 19355

Contact: BARRY R MIDWOOD

at: (610) 251-2716

Instruction			Course	
Life HIth P&C	Method	Course Name	ID	Hours
	Classroom	INSURANCE FRAUD & ANTI-FRAUD ACTIVITY	41499	4

0018 SOCIETY OF FINANCIAL SERVICE PROFESSIONALS

270 BRYN MAWR AVENUE BRYN MAWR, PA 19010

Contact: MARILYN BUTTS at: (610) 526-2515

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Classroom	2005 ARIZONA INSTITUTE	41323	21
\checkmark	Classroom	2005 FEBRUARY VTC	41447	3
✓ □ □	Self-Study	COMPENSATION PLANNING W/LIFE INSURAN	37555	4

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Continuing Education Courses Providers Offering Courses Open to the Public

0595 SOCIETY OF FINANCIAL SERVICE PROFESSIONALS S.W. MICHIGAN CHAPTER # 246

PO BOX 2136

PORTAGE, MI 49081--213 Contact: HELEN COLEMAN

at: (269) 373-9090

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Classroom	BACK TO BASICS QUANTIFYING THE LIFE INS NEED	40498	3
✓	Classroom	CFP BOARD OF CODE OF ETHICS	40101	2
✓	Classroom	COLLEGE FUNDING: WHAT FIN PROF NEED TO KNOW	39469	3
	Classroom	DISABILITY INSURANCE	40140	3
✓	Classroom	ESTATE PLANNING STRATEGIES	41175	3
✓	Classroom	EXCITING TIMES AHEAD FOR QUAL. PLANS	38516	3
✓	Classroom	INDIVIDUAL RETIREMENT ACCOUNTS	39384	3
✓	Classroom	MAKING THE SUIT SALE THE NASD REQ FOR VAR ANN	41309	3
✓	Classroom	MANAGING VARIABLE PRODUCTS/ACHIEVE	37550	3
✓	Classroom	PLANNING FOR THE SUDDENLY WEALTHY	39154	3
✓	Classroom	THE DYNAMICS OF TRUST IN RESPONSE TO LEG	40868	3

0585 SUCCESS SYSTEMS INTERNATIONAL/NATIONWIDE CONTINUING EDUCATION

215 EMERALD BAY LAGUNA, CA 92651

Contact: NATHAN ANDERSON at: (800) 879-6800

Life Hlth P&C	nstruction Method	Course Name	Course ID	Hours
✓	Self-Study	INSURANCE MARKETING ISSUES REN	40990	23
✓	Self-Study	MARKET CONDUCT & AGENT BLUNDERS	40989	8
✓ □ □ S	Self-Study	MATURE MARKETS	37611	30
	Self-Study	THE TOOLS & TECHNIQUES OF EST PLN'G	37610	30

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Continuing Education Courses Providers Offering Courses Open to the Public

at: (770) 565-8445

ID

39537

Hours

0680 TECHNICAL ANSWER GROUP, INC.

736 JOHNSON FERRY ROAD MARIETTA, GA 30068

Contact: CAROL WRIGHT

Method

Classroom

Life HIth P&C

	Instruction			Course	
Life HIth P&C		Course Name		ID	Hours
	Classroom	UNDERSTANDING QUAL PLANS & 401k	K PLAN UPD	40746	24
JENISON	AN SOURCE ICAGO DRIVE I, MI 49428 DANA RICKE	<u> </u>	at: (616) 457-1903	3	
Life HIth P&C	Instruction Method	Course Name		Course ID	Hours
	Classroom	BIOHAZARD REMEDIATION		41350	3
c/o Sandi	Kruica Incurar	nce Training			
Bonita, (ral Canyon Rd CA 91902 Sandi Kruise		at: (800) 517-7500	ext 5	
Bonita, (ral Canyon Rd CA 91902 Sandi Kruise Instruction		at: (800) 517-7500	ext 5 Course ID	Hours
Bonita, (Contact:	ral Canyon Rd CA 91902 Sandi Kruise Instruction		at: (800) 517-7500	Course	Hours 27
Bonita, Contact:	ral Canyon Rd CA 91902 Sandi Kruise Instruction Method	Course Name	at: (800) 517-7500	Course ID	

Changes may have been made since the report was compiled. Please contact the providers directly to verify that the courses are still being offered and to obtain course locations, schedules and costs.

Course Name

LIFE INSURANCE BASICS

February 2, 2005

Continuing Education Courses Providers Offering Courses Open to the Public

0083 TRANSAMERICA OCCIDENTAL LIFE INS.

1150 SOUTH OLIVE FIELD EDUCATION RM. T-24 LOS ANGELES, CA 90015

Contact: PAULA R. MASON

at: (213) 742-3247

	Instruction			
Life HIth P&C	Method	Course Name	ID	Hours
	Classroom	VARIABLE ANNUITIES/QUALIFIED PLANS	39562	1

0196 UHY Advisors MI, Inc.

26200 AMERICAN DRIVE #500 PO BOX 5004 SOUTHFIELD, MI 48086-5004

Contact: Duke Grimshaw

at: (248) 355-1040

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
✓	Classroom	"HOW TO FIND PREMIUM DOLLARS REV"	38603	8

0661 UNITED INSURANCE EDUCATORS, INC.

8213 -352ND STREET EAST EATONVILLE, WA 98328

Contact: CASSANDRA JENKINS

at: (800) 735-1155

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
	Self-Study	401 (k) PLANS	40014	15
	Self-Study	ANNUITIES - AN INVESTMENT TOOL	40013	12
✓ ✓	Self-Study	BUSINESS ETHICS	40009	10
	Self-Study	COLLEGE PLANNING	40368	8
	Self-Study	DISABILITY INSURANCE	40376	7
\checkmark	Self-Study	E & O INSURANCE	40006	7
\checkmark	Self-Study	ETHICS	40005	15
	Self-Study	FAMILY INSURANCE NEEDS	40370	25
	Self-Study	FINANCIAL STUFF	40007	20
	Self-Study	HOME & AUTO	40375	6
	Self-Study	INSURING PROPERTY & LIABILITY RISK	40373	19
	Self-Study	LIABILITY INSURANCE	40374	12

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Continuing Education Courses Providers Offering Courses Open to the Public

0661 UNITED INSURANCE EDUCATORS, INC.

8213 -352ND STREET EAST EATONVILLE, WA 98328

Contact: CASSANDRA JENKINS at: (800) 735-1155

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Self-Study	LIFE INSURANCES	40011	8
✓	Self-Study	MONEY GROWTH	40372	14
\checkmark \checkmark	Self-Study	MORAL OBLIGATIONS	40010	4
✓	Self-Study	RETIREMENT PLANNING	40008	23
✓	Self-Study	RISK & RETURN	40369	3
✓	Self-Study	SENIOR INSURANCE POLICIES	40371	13
✓	Self-Study	THE CLIENT & DIVORCE	40367	26
	Self-Study	WRECKS & FIRES	40012	15

0346 UNIVERSITY OF MIAMI SCHOOL OF LAW

PO BOX 248087

CORAL GABLES, FL 33124-0201

Contact: STEPHANIE COATS-HODGE

at: (305) 284-6276

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
✓	Classroom	39th HECKERLING INSTITUTE ON ESTATE PLANNING	41224	29

0534 US ALLIANZ INVESTOR SERVICES, LLC

ATTN: CONTINUING EDUCATION

5701 GOLDEN HILLS DR

MINNEAPOLIS, MN 55459-0060

Contact: STEVE MILLER at: (763) 582-6467

		Instruction		Course	
Life HI	Ith P&C	Method	Course Name	ID	Hours
✓		Classroom	ANNUTIES AND ESTATE PLANNING	41407	1
✓		Classroom	LIVING BENEFITS FOR RETIREMENT PLANNING	40347	1
✓		Classroom	MANAGING MONEY DURING RETIREMENT	40348	4
✓		Classroom	NAVIGATING RETIREMENT REV	40346	1
✓		Classroom	PLAN RIGHT FOR RETIREMENT PART II	41408	3

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Continuing Education Courses Providers Offering Courses Open to the Public

0534 US ALLIANZ INVESTOR SERVICES, LLC

ATTN: CONTINUING EDUCATION 5701 GOLDEN HILLS DR

MINNEAPOLIS, MN 55459-0060

Contact: STEVE MILLER

Life Hlth P&C	Instruction Method	Course Name	Course ID	Hours
✓	Classroom	VARIABLE ANNUITIES:RESTORING CONFIDENCE REN	41409	3
✓	Classroom	VARIABLE ANNUITY RETIREMENT PLANNING	41300	1
✓	Classroom	VARIABLE ANNUITY RETIREMENT STRATEGIES	39494	2
	Classroom	VARIABLE CONTRACT STRUCTURE	40214	1

at: (763) 582-6467

at: (800) 326-4741

0174 VAN WYHE GROUP (THE)

P.O. BOX 4130

WAUKESHA, WI 53187

Contact: PHYLLIS VAN WYHE

Life HIth P&C	Instruction Method	Course Name	Course ID	Hours
	Self-Study	20 KEY QUESTIONS TO ASK: HO	38739	2
✓	Classroom	BEWARE OF THE E&S MARKETPLACE	38562	4
	Self-Study	BUSINESS IN THE HOME	38734	3
	Self-Study	CASE STUDIES IN PERSONAL LINES	38728	4
	Self-Study	CHANGES IN PERSONAL AUTO	38732	3
	Classroom	CHANGING RELATIONSHIPS	41503	4
✓	Classroom	DEVELOPING STANDARDIZED EXPLANATIONS	38563	4
✓	Classroom	DIVORCE, DEDUCTIBLES & DISASTERS	40118	4
	Self-Study	E & O ISSUES	38736	3
	Classroom	E & O PREVENTION	41504	4
	Classroom	EMERGING LIABILITY EXPOSURES	41506	4
	Self-Study	EMPLOYMENT PRACTICES LIABILITY	38730	7
\checkmark	Classroom	ETHICS COUNTS	41505	4
\checkmark	Self-Study	ETHICS IN INSURANCE	38727	4
	Self-Study	FRAUD AND THE AGENT	38740	5
\checkmark \checkmark	Classroom	INCREASING E&O	40413	4
\checkmark \checkmark	Classroom	INSURANCE ON THE NET	41507	4
	Classroom	INSURING CONDOS 2	41508	4

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Continuing Education Courses Providers Offering Courses Open to the Public

0174 VAN WYHE GROUP (THE)

P.O. BOX 4130 WAUKESHA, WI 53187

Contact: PHYLLIS VAN WYHE at: (800) 326-4741

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
		Classroom	INSURING ELECTRONIC EQUIPMENT	41509	4
\checkmark	✓	Classroom	INSURING THE AFFLUENT 2005	41510	4
	✓	Self-Study	INSURING THE RENTAL CAR	38735	2
\checkmark	✓	Self-Study	LEGAL RESPONSIBILITIES OF AN AGENT REV	38560	3
\checkmark	✓	Classroom	LESSONS LEARNED FROM LITIGATION	41426	4
\checkmark	✓	Classroom	MISTAKES AGENTS MAKE	37405	4
		Self-Study	PROBLEMS WHEN INSURING CONDOS	40038	6
		Self-Study	PROFESSIONAL LIABILITY	38737	9
		Self-Study	PROPERTY ARTICLES	38733	10
\checkmark	✓	Classroom	RESIDENCY & REINSURANCE	40117	4
\checkmark	✓	Self-Study	SELF DEFENSE FOR AGENTS: DOCUMENTATION	39041	6
		Self-Study	THE CHALLENGE OF ORDINANCE LAW	38738	5
	✓	Self-Study	THE MOLD MELODRAMA 2004	40700	6
		Self-Study	THE WORKERS COMPENSATION SYSTEM	38729	2
\checkmark	✓	Classroom	TRANSFER THE RESPONSIBILITY	38561	4
\checkmark	✓	Classroom	WHAT YOU DONT KNOW	41511	4
\checkmark	✓	Classroom	WHY PEOPLE HATE INSURANCE	41427	4
	✓	Classroom	WORST CLAIMS	41512	4
		Self-Study	WRITING THE PERSONAL UMBRELLA	38731	5

0484 **WEBCE**

1202 E. ARAPAHO RD. SUITE 105 RICHARDSON, TX 75085

Contact: LISA COOK at: (972) 616-1111

1.6 114 500	Instruction		Course	
Life HIth P&C	Method	Course Name		Hours
	Self-Study	ACCELERATED BENEFITS-THE NEW INS REN	40649	4
	Self-Study	ANNUITIES REV	38652	6
	Self-Study	ANNUITY PRODUCTS AND PRINCIPLES	39139	4

Continuing Education Courses Providers Offering Courses Open to the Public

0484 **WEBCE**

1202 E. ARAPAHO RD. SUITE 105 RICHARDSON, TX 75085

Contact: LISA COOK at: (972) 616-1111

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
	✓	Self-Study	AUTOMOBILE INSURANCE REV	38653	3
	✓	Self-Study	BASICS OF LONG TERM CARE 2004	41048	4
\checkmark		Self-Study	BUSINESS INSURANCE I REV	38654	5
\checkmark		Self-Study	BUSINESS INSURANCE II REV	38655	4
\checkmark	\checkmark	Self-Study	BUSINESS VALUATION	40333	3
	✓	Self-Study	COMMERCIAL PROPERTY AND BUSINESS INS REV	38656	7
	✓	Self-Study	CONTEMPORARY APPROACH TO LONG TERM CARE REV	38657	6
\checkmark		Self-Study	DESIGNING QUALIFIED PLANS TO MEET EMPLOYER OB	39140	5
	✓	Self-Study	DISABILITY INCOME INSURANCE REV	38651	7
\checkmark		Self-Study	EQUITY INDEXED ANNUITIES REV	39773	8
\checkmark		Self-Study	ESTATE PLANNING REV	38664	6
\checkmark	✓	Self-Study	ETHICS IN SELLING TO SENIORS	39897	9
\checkmark		Self-Study	FINANCIAL PLANNING REV	38665	7
	✓	Self-Study	GENERAL LIABILITY REV	38666	3
	✓	Self-Study	HEALTH AND ACCIDENT INSURANCE REV	38667	7
\checkmark		Self-Study	INDIVIDUAL RETIREMENT ACCOUNTS	39142	4
	✓	Self-Study	INLAND MARINE INSURANCE REV	38668	4
\checkmark	✓	Self-Study	INSURANCE ETHICS REV	38669	7
\checkmark		Self-Study	INSURANCE FOR ESTATE PLANNING	37404	4
\checkmark	\checkmark	Self-Study	INSURANCE LAW I REV	38659	5
\checkmark	\checkmark	Self-Study	INSURANCE LAW II REV	38662	5
\checkmark	✓	Self-Study	INSURANCE PRINCIPLES LIFE & HEALTH REV	38663	6
\checkmark	\checkmark	Self-Study	INSURANCE TERMS I REV	38658	7
\checkmark	\checkmark	Self-Study	INSURANCE TERMS II REV	38660	6
\checkmark		Self-Study	INTRODUCTION TO LIFE INSURANCE REV	38661	6
	✓	Self-Study	INTRODUCTION TO PROPERTY/CASUALTY REV	38670	7
	✓	Self-Study	IRMI ON ADDITIONAL INSURED STATUS REV	38671	6
	✓	Self-Study	IRMI ON COMMERCIAL AUTO INSURANCE	39144	10
		Self-Study	IRMI ON COMMERCIAL GENERAL LIABILITY	37666	8

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0484 **WEBCE**

1202 E. ARAPAHO RD. SUITE 105 RICHARDSON, TX 75085

Contact: LISA COOK at: (972) 616-1111

Life	Hith P&C	Instruction Method	Course Name	Course ID	Hours
	✓	Self-Study	IRMI ON DIRECTORS & OFFICERS LIABILITY REV	41152	8
	✓	Self-Study	IRMI ON DIRECTORS AND OFFICERS LIABILITY REV	38672	7
	✓	Self-Study	IRMI ON EMPLOYMENT PRACTICES LIABILITY 2004	40811	6
	✓	Self-Study	IRMI ON FIDUCIARY LIABILITY REN	40650	5
	✓	Self-Study	IRMI ON FLOOD INSURANCE	41047	2
	✓	Self-Study	IRMI ON HOMEOWNERS INSURANCE	39896	11
	✓	Self-Study	IRMI ON MISCELLANEOUS PROF LIABILITY	37667	7
	✓	Self-Study	IRMI ON PERSONAL AUTO INSURANCE	39895	10
	✓	Self-Study	IRMI ON PERSONAL INLAND MARINE INSURANCE	39894	10
	✓	Self-Study	IRMI ON PERSONAL UMBRELLA INSURANCE	39893	10
	✓	Self-Study	IRMI ON WORKERS COMPENSATION REV	38676	6
\checkmark		Self-Study	LIFE INSURANCE CONCEPTS REV	38677	6
\checkmark		Self-Study	LIFE INSURANCE POLICIES REV	38678	6
\checkmark		Self-Study	LIVING TRUSTS AND AVOIDING PROBATE	37403	6
	✓	Self-Study	LONG TERM CARE REV	38679	6
	✓	Self-Study	MANAGED HEALTH CARE REV	38680	5
	✓	Self-Study	MEDICARE NUTS AND BOLTS	41389	3
	✓	Self-Study	MEDICARE, MEDICAID & MEDIGAP REV	38681	6
\checkmark		Self-Study	NONQUALIFIED PLANS	39143	5
\checkmark	✓	Self-Study	PRINCIPLES OF WEALTH MANAGEMENT	37708	6
\checkmark	\checkmark	Self-Study	PRIVACY BASICS REN	40651	7
	✓	Self-Study	REINSURANCE REV	38682	7
\checkmark		Self-Study	RETIREMENT PLANNING & PLANS REV	38674	6
\checkmark	\checkmark	Self-Study	SENIOR MARKET SALES ETHICS	40332	6
\checkmark	✓	Self-Study	SENIOR MARKET SPECIALIST ACCREDITATION	41174	12
\checkmark		Self-Study	TAX SHELTERED ANNUITY PLANS	39141	3
\checkmark	\checkmark	Self-Study	THE ESSENTIALS OF INSURANCE LAW	40334	6
✓		Self-Study	UNIVERSAL LIFE INSURANCE REV	38675	5

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Continuing Education Courses Providers Offering Courses Open to the Public

0032 WESTERN SURETY COMPANY

101 S. PHILLIPS AVE P.O. BOX 5077 SIOUX FALLS, SD 57117-5077

Contact: CHRISTY ROEMEN

at: (800) 331-6053	ext 7542

	Instruction		Course	
Life HIth P&C	Method	Course Name	ID	Hours
	Classroom	COMMERCIAL/CONTRACT BOND TRAINI REV 2004	39586	5

Course Name

UNDERSTANDING LONG TERM CARE INSURANCE

0476 WHOLEHAN MARKETING

Life HIth P&C

7261 W CENTRAL AVE TOLEDO, OH 43617

Contact: MICHAEL L. WHOLEHAN

Instruction

Method

Classroom

Course	
ID	Hours

40517

3

at: (419) 473-2323